

## Curriculum Vitae

### Albert YOUNG

- Strategy, M&A and Business Development professional in the fields of Renewable Energies, Power, Oil and Gas, Retail and IT.
- Well recognized leadership in cross border projects involving European, US, Middle East and Asian interests.



### Professional highlights:

Since joining Alstom Power in September 2008:

- Created, developed and leading its External Growth department.
- Formulated the overall External Growth strategy and its application to each business.
- Led and negotiated its largest global JV with China-based Shanghai Electric Corporation, which will generate 3b Euros of sales.
- Initiated and led the entry of Alstom Power into the Solar business.

Formulated strategies for and led oil and gas projects involving US, European, Middle East, and Chinese companies for Shell:

- Led Shell's breakthrough into the Chinese market and initiated its largest sales and marketing JV, which is delivering in excess of 1b Euros of sales per annum.
- Managed projects and turned around businesses for Shell in France, the Caribbean and China.

Extensively engaged senior government officials, lobbied internal and external stakeholders, led high level meetings. Demonstrated strong international abilities in sales, operations, project management. Rich multi-cultural living, working and business experiences in Europe, USA and Asia.

### Alstom Power:

09/2008-now: **Vice-President, External Growth**

- Heading the Mergers and Acquisitions (M&A) department for Alstom Power. Formulating the external growth strategy. Leading its implementation.
- Project Leader and Chief Negotiator for the largest global JV of Alstom Power, with China-based Shanghai Electric Corporation. The JV will generate 3b Euros of sales per annum. Engaging Shanghai Electric and government officials at the most senior levels.
- Articulated and implemented the Solar Strategy. Led the entry into Solar and the creation of the Alstom Solar business. Screened, approached and negotiated with world leading solar companies. Negotiated the ownership in and the Strategic Alliance Agreement with Israel and US-based BrightSource Energy.

## **Shell:**

04/2004-08/2008: **Strategy and Portfolio General Manager (Singapore and China)**

- Formulated the sales and marketing strategy for Shell in Asia.
- Identified opportunities, created value propositions to potential partners, designed cross-business and cross-border deals. Initiated high level relationships between Shell senior executives and their counterparts and government officials.
- Project Leader and Chief Negotiator for the Shell participation into a major refinery project. Led multi-lateral negotiations between international partners (Middle East, US, Chinese and Shell).

10/2000-03/2004: **General Manager, JV projects (China)**

- Formulated the business development strategy for Shell in China.
- Led the breakthrough entry of Shell into the China market. Initiated and negotiated its largest sales and marketing JV project, with the leading Chinese oil refiner and retailer Sinopec, in one of the wealthiest provinces in China, for a very large network of 500 sites. This JV is delivering in excess of 1b Euros of sales per annum.
- Built up strong and long lasting relationships with the partners and local authorities.

01/1998 – 09/2000: **General Manager, Retail business (China)**

- Re-structured and turned around 6 JVs.
- Managed industrial plants and networks of distributors.
- Doubled the size of the business in a highly adverse and restricted market.

Started as a Project Manager in **Information Technology** for Shell, then moved to the **Retail business** and held different managerial positions in France and in the Caribbean.

**Co-founder** of a **high-tech start-up** in the technology of knowledge-based systems. Won award and funding from the European Community and the French ministry of Research and Technology.

## **Education**

- Master's degree in Computer Sciences, Cornell University, USA. Top graduates list.
- Engineering degree, Ecole Centrale, Lyon, France. Top graduates list.

## **Personal**

- Trilingual English/French/Chinese.
- Effective multi-cultural living, working and business experiences in Europe, USA and Asia.
- Fully mobile worldwide. Married without children.