Given my international background, fluency in three languages and technical expertise in the Energy field, I was approached by ALSTOM to work in the Middle East as a Regional Sales Engineer within the electricity transmission industry, managing the tendering team based in France and Switzerland, liaising with the legal team in Dubai for the driving of the commercial activity, the establishment of commercial offers, and leading the negotiation of contracts worth more than $90M with large Utilities in Korea, China and Saudi Arabia. Such diverse engagements enhanced my negotiation and communication skills and imbibed a thorough understanding of the electricity market in the region.

Leveraging this experience, I have joined General Electric Gas Power (GE) business where I have been transitioned into a Managerial role, more specifically into a commercial role, supporting Sales to define business strategies, identify future business opportunities, establishing attractive offers and finally ensure materializing the bankability of a project from inception power point to conception power plant.

Both experience within the transmission and the power generation (Gas) have spurred my long-term goal of joining a corporate such as DNV that seeks to provide energy to humanity while reducing emissions of industrial greenhouse potent gases.