

GORAN KOVAČEVIĆ

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QUALIFICATIONS

Results-driven, accomplished Professional with solid experience in diverse industries and management areas, including investment and project management, corporate development and strategy, management consulting, oil and gas, energy, renewables, public affairs, media, green building and construction. Proven ability to influence decision makers, understand context of business within the global setting and make strategic as well as tactical decisions based on breadth of experience. Visionary with outstanding problem solving, and communication capabilities. Fluent in English, and Serbo-Croat-Bosnian. Basic Russian. Strong technical and computer skills. Willing to travel or relocate. Background includes:

- ◆ Investment Management
- ◆ Business Negotiations
- ◆ Research & Analysis
- ◆ Complex Conflict Resolution
- ◆ Program & Project Management
- ◆ Marketing & Media Relations
- ◆ Performance Tracking
- ◆ Start-up Operations
- ◆ Market Penetration

CAREER ACCOMPLISHMENTS

- Built asset base with 2,599 MM bbl unrisks prospective reserves including a producing oil field in northern Romania and prospective exploration assets in the deep water offshore AGC off Senegal and a basin commanding onshore acreage position in Senegal and Guinea Bissau. Built a team of highly experienced petroleum industry professionals..
- Performed crucial investment management and decision making duties in NIS/Gazprom Neft for investment portfolio in energy projects of over 2.5 billion euros.
- Served as a key member of *Booz Allen Hamilton's* management consulting team that advised Serbian SMEs in several sectors and leveraged 24+ commercial links valued at more than \$50 million.
- Was instrumental in introducing and developing Green Building and Renewables sectors including Energy Efficiency in Serbia while at *Booz Allen Hamilton*.
- Leveraged knowledge of navigating complex political and governmental issues, liaising with high- profile business and government officials, monitoring key business performance indicators, leading product launches, and managing major projects to exceed goals across multiple industries.

PROFESSIONAL EXPERIENCE

GOVERNMENT OF REPUBLIC OF SERBIA, SIEPA, Belgrade, Serbia 2015-

Investment Adviser

- Providing range of pre-investor and investment projects set-up services and serving as a gateway between government and local administration and the foreign investor.
- Managed investment projects and assisted investor companies throughout all phases of investment lifecycle.
- Advising government on several key privatization/concession projects valued more than \$500 million including project valuation and acquisition process management.

PROSPECTIUNI S.A., Bucharest, Romania

2013-2015

Portfolio Manager and Head of Projects Evaluation

- Appraised and valued opportunities and scenarios in hydrocarbons exploration and production projects valued over US\$ 3 billion, in Kazakhstan, Gambia, Senegal, Angola, Romania, Guinea Bissau etc., holistically, ensuring assessment from all angles, and proposing options for prioritizing deployment of resources to the Company and other stakeholders.
- Conducted portfolio, competitive, and market analyses, and in synthesizing the insights from these to develop strategy and investment recommendations to company leadership.

PROFESSIONAL EXPERIENCE*(Continued)*

- Integrated perspectives on an ongoing basis: Technical, Economic, Risk, Commercial, Strategic, Exploration (including licensing), Feasibility, etc. using corporate tools and workflows.
- Pro-actively examined business to identify and address risk to corporate strategy.
- Led concession and production sharing, joint venture, farm-out, merger and acquisition negotiations.

GAZPROM NEFT / NIS a.d., Novi Sad, Serbia

2012-2013

Head of Investment Projects' Evaluation

- Coordinated investment management process in business unit "Energy" with portfolio valued at over 2.5 billion euros including investment in traditional and renewable energy sources.
- Selected for Strategic Leadership Reserve in the company to be trained for highest management positions within Gazpromneft.
- Performed economic analysis including financial model building of high profile projects, presented results to senior company management and played an instrumental role in decision making process for investment projects in energy sector including planned large thermal power plants oil shale processing facilities, geothermal, small cogeneration plants and wind parks.
- Organized investment monitoring process with investment project leaders and managers.

BOOZ ALLEN HAMILTON, Belgrade, Serbia

2008-2011

Senior Industry Advisor

- Entrusted to serve as expert on strategy, as well as business prospecting and development within several sectors of Serbian economy.
- Managed projects by analyzing trends, forming well-researched conclusions, and leveraging knowledge concerning the Romanian, Albanian, Russian, German and Polish Construction and Building Materials market.
- Demonstrates excellent leadership within the Renewable energy and Green Building sectors, providing advice and counsel to 35 private sector experts.
- Coordinates with internal/external constituents to support sector B2B and technical trade fair activities; actively engaged 10+ STTAs from different sectors within portfolio.

FOX TV, Belgrade, Serbia

2006-2008

Researcher & News Producer

- Played important role in setting up operations of News Corporation subsidiary in Serbia
- Directed newsroom operations and international news section; determined content and presentation for newscasts and political talk show; established workflow procedures and news manuals.
- Managed team of journalists, video editors, and camera crews; trained team on researching and analyzing political and international stories and operating specially-designed ENPS software.
- Communicated daily with politicians, statesmen, and high-profile individuals.

LINEAIR D.O.O., Ljubljana, Slovenia

2005-2006

Regional Manager

- Led business development efforts, planning, and new product launches for the vending machine manufacturer into new untapped Eastern Europe markets with 300 million people.
- Educated customers and companies about vending machines; introduced completely new product.
- Built strong relationships with the production department, distributors, and customers.
- Analyzed and identified new market opportunities; negotiated products and pricing with distributors.
- Leveraged in-depth knowledge of international and political issues to position products based on unique issues for each region and country; enabled comprehensive market research.

HRH CROWN PRINCE ALEXANDER OF YUGOSLAVIA, Belgrade, Serbia

2003-2004

Program Manager

- Ran humanitarian and personal departments of the Royal office; supervised 30 employees.
- Conducted research on current issues, contacted donors, and organized Crown Council meetings.

PROFESSIONAL EXPERIENCE*(Continued)*

- Interacted with royal families, presidents, and statesmen around the world; provided discretion and perfection in daily work.

MITEX D.O.O., Banjaluka, Bosnia & Herzegovina

1999-2003

Business Development Manager

- Played instrumental role in building and establishing one of the first wholesale trade and import companies to be founded after the civil war in Bosnia and Herzegovina.
- Established network of producers and distributors of imported goods; incorporated subtle and fair business relations with partners.
- Built business relationships among a divided society by using strong negotiation skills.

BOSNIAN GOVERNMENT, Banjaluka, Bosnia & Herzegovina

1996-1998

Assistant to Liaison Officer

- Worked in international relations for one of the former warring factions; served as a critical contact and implemented complex peace agreement after the civil war.
- Collaborated with international organizations NATO, the UN, and the Red Cross to review issues.
- Formed joint military commission with UN peace mission and former warring factions.
- Helped rebuild and develop Bosnia with humanitarian and development agencies.

EDUCATION

UNIVERSITY OF LEICESTER, SCHOOL OF MANAGEMENT, Leicester, UK

Master of Business Administration, Finance

UNIVERSITY OF LONDON & LONDON SCHOOL OF ECONOMICS (External Program), London, UK

Bachelor of Science in Politics and International Relations