

# LONNY BAUMGARDNER

## STRATEGIC BOARD MEMBER

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### SUMMARY

**Dedicated and results-driven executive with vast expertise in oil and gas industry, eager to share industry knowledge as instrumental board of directors' member for startup to mid-size companies.** Leverage effective executive leadership and communication skills to influence decision-makers and support corporate governance, fiduciary oversight, and environmental, social, and governance (ESG) efforts. Monitor and mitigate risks through ethical compliance, effective decision-making, cost optimization, and business transformation. Form and nurture strong relationships and partnerships with global government officials, board members, and other key decision-makers. Trailblazer in energy sector, instrumental in establishing gas business in Egypt with Vegas Oil and Gas, leading to acquisition by Shell. Established operations in Tanzania and managed drilling of 4 wells with Artumas Group.

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### AREAS OF EXPERTISE

- Industry Innovation
- Strategic Partnerships
- Regulatory Frameworks
- Sustainable Energy Practices
- Revenue Growth
- P&L Management
- Operational Excellence
- Strategic Planning & Execution
- Regulatory Compliance
- Strategic Negotiation
- Change Management
- Stakeholder Relations

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### PROFESSIONAL EXPERIENCE

PREDATOR OIL & GAS PLC., Jersey

2021–2024

*Managing Director | Executive Director*

Directed strategic direction, operations management, and overall business growth at global oil and gas exploration company with offices in Morocco, Trinidad & Tobago and Ireland. Supervised and guided team of 8 internal reports as well as external consultants and drilling teams. Engaged government officials to gain approvals in Morocco, Trinidad & Tobago, and Ireland. Collaborated closely with chairman and decision-makers to oversee company operations.

**SCOPE:** Stakeholder Communications | Strategic Direction | Operations Management | Government Relations | Negotiation

**KEY ACCOMPLISHMENTS:**

- **Partnered with chief executive officer to work closely with strategic advisors in London to raise \$22M;** displayed key skills in stakeholder relations, strategic negotiation, and shareholder presentations.
- **Leveraged extensive experience and relationships with Moroccan government officials to gain approvals,** achieving 5 successful well drills in Morocco. Tapped into extensive global network of contractors and service providers to coordinate drilling campaign within 4 months of being hired.
- **Secured UN deal at 50% below original cost estimate to achieve licensing in Trinidad and Tobago;** navigated challenging situation with Australian counterpart, utilizing effective communication and negotiation skills to secure mutually agreeable terms.
  - Formed and led team for Trinidad project, hiring field staff, country manager, and accounting firm while establishing all business requirements during project initiation.

SDX ENERGY, INC., London

2015–2021

*Country Manager, Morocco | General Director*

Selected by oil and gas exploration company to lead Morocco operations, budgeting, and teams as expatriate. Transformed culture, recruited new team members, and drove positive change across 100+ employees. Initiated and nurtured trusting relationships with government officials through interpersonal, negotiation, and communication skills. Aligned resources and capabilities to deliver production and drilling operations. Developed and managed budgets with emphasis on cost control. Fostered culture focused on health, safety, and environment (HSE) best practices.

**SCOPE:** Executive Leadership | Relationship-Building | Negotiation | Business Transformation | Revenue Growth | Business Scaling

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## **SDX ENERGY, INC. KEY ACCOMPLISHMENTS:**

- **Recruited by Circle Oil to drive business transformation in Morocco, revitalizing underperforming operations and launching gas business, growing revenue from zero to \$2.5M-\$3M monthly;** drove company sale by leveraging extensive network and presenting to key decision-makers in London, leading to Circle Oil's acquisition by SDX Energy, Inc. Spearheaded rapid drilling operations by sourcing Canadian rig, successfully discovering natural gas.
  - Developed pipeline of factories for gas sales, negotiating 8 high-value deals, including the largest gas contracts globally, driving significant profitability.
- **Strengthened government relationships with Moroccan officials,** positioning company to drill 23 wells in country without oil and gas contractors or facilities. Sourced services and equipment from US and Canadian companies to complete drilling projects successfully.

TRANS-GLOBE ENERGY, Egypt

2013–2015

*General Manager | Managing Director*

Excelled at energy company in Cairo, driving acquisition of Egyptian company West Bakr. Resolved cultural and business structure challenges to build a high-performing team of 70 and accelerate business growth. Leveraged negotiation expertise to engage the Egyptian government, securing oil payments under favorable terms. Designed and implemented policies and procedures, recommending strategic improvements to enhance production and optimize resource management.

**SCOPE:** Executive Leadership | Negotiation | Global Operations Management | Business Growth & Scaling | Team Leadership

## **KEY ACCOMPLISHMENTS:**

- **Positioned company for exponential growth across 5 companies, increasing operations from 60 barrels a day to 800+** through strategic leadership, business transformation, and operations management.
- **Cultivated strong relationship with joint venture between local government petroleum company (ECPG) and Trans-Globe** to create cohesive decision-making process and strategic alignment.

SENEX ENERGY LTD, Australia

2011–2013

*General Manager, Unconventional Resources*

Joined energy startup, supporting exponential growth across 3 offices in 2 years. Served as instrumental, go-to resource and trusted advisor to achieve rapid growth. Negotiated drilling deal with Weatherford. Engaged key external stakeholders, such as Prime Minister of Australia, to influence decisions regarding fracking.

**SCOPE:** Strategic Leadership | Government Relations | Relationship-Building | Decision-Making | Business Growth & Scaling

## **KEY ACCOMPLISHMENT:**

- **Leveraged industry expertise to steer logistics, approvals, cost control, and problem-solving;** instituted policies and procedures aligned with global compliance requirements.

*Additional experience at Vegas Oil and Gas S.A., Artumas Group, Canadian Natural Resources, and Exxon Mobil.*

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## BOARD MEMBERSHIPS

Board Member, Predator Oil & Gas PLC

Board Member, Trans-Globe Energy

Board Member, Vegas Oil and Gas S.A.

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## EDUCATION

Montana Technological University; Butte, MT

**Master of Science / Petroleum Engineering**