

## – Curriculum Vitae –

### Sebastian Franke, M.A.

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Born on March 22<sup>nd</sup>, 1982

German national

Married, 2 children

#### Personal Profile

- Over 14 years of practical experience in governmental relations management. Traceable success in cross-functional strategy development and effective advocacy.
- Energy and mobility policy and economics expert. Passionate about policy solutions leading the economy towards a sustainable future.
- Strategic thinker with out-of-the-box approaches to complex tasks with a constant drive to learn and strive for excellence.

#### Working Experience

- Since Jan. 2018*     **Deputy head** of Berlin Representative Office at ExxonMobil Central Europe Holding GmbH;
- Representing interests of the corporation and local affiliate vis-a-vis German federal and state-level policy makers and stakeholders
  - Steering advocacy strategy development and implementation in Germany and the CEE region; collaborating with business lines in cross-functional teams
  - Focus areas: Energy & Climate policy, renewable energy, low carbon mobility
- Oct. 2012 – Dec. 2017*     **Expert energy policy** at German Chemical Industry Association (VCI e.V.), Berlin
- Subject matter expert on key energy policy items (industrial policy, renewable energy, carbon pricing instruments, energy efficiency, European energy policy)
  - Development, coordination and implementation of full-fledged advocacy strategy and activities on German and EU levels in the field of energy policy
  - Analysing regulatory changes and management of energy-related committees, as well as coordination of engagement of energy intensive industry associations (EID Germany)
- June 2011- Sept. 2012*     **Independent consultant** for various institutions (freelance)
- German Chemical Industry Association: Policy Advisor with focus on energy and climate policy, sustainability, biodiversity and energy management
  - Hochstätter&Husen Consulting: Analyst and support of advocacy for clients from renewable energy industry; New business development and client acquisition
- August 2008- May 2011*     **Trainee and junior consultant** at Advice Partners GmbH (formerly PRGS GmbH), Berlin
- Working on various mandates, including automotive industry, energy suppliers and recycling industry
  - Advising clients on full public affairs management cycle, including planning and strategy development, support in project management, advocacy and PR activities
  - Crisis communication management, including emergency response trainings and crisis management support for a large energy utility

#### Internships and academic experience

- Jan. 2007 – May 2007*     **Institute of International and Security Affairs (SWP), Berlin**
- Supporting research cluster 'EU External Affairs'
  - Research assistance for the edited volume "The International Engagement in Afghanistan"
  - International events and presentations

- April 2006 – May 2008*     **University of Heidelberg, Germany; Centre for Key-Qualifications and Further Education, Heidelberg**
- Teaching key-qualifications tutorials (time management and rhetoric)
- March 2004 – April 2004*     **Deutscher Bundestag, Liberal Parliamentary Group, Berlin**
- Supporting the ‘social policy’ working group
- July – August 2002*     **German Liberal Party Headquarter, Berlin**
- Supporting 2002 federal elections campaigning

**Education: Master in Politics and Economics (two majors): University of Heidelberg, Germany and Macquarie University Sydney, Australia**

- Oct. 2002 – Feb. 2008*     **M.A. Politics and Economics, University of Heidelberg – 1,9 (1,0 – 4,0)**
- Master Thesis: “European Foreign and Security Policy – the role of institutions in decision-making processes” – 1,5 (1,0 – 4,0)
  - Environmental economics and business
  - Multi-level governance in the EU
  - International trade and the environment
- Jul. 2005 – Jan. 2006*     **Exchange Semester (Macquarie University Sydney, Australia)**
- International Economics
  - Business Management and Finance
  - International Relations of the Middle East

**Trainings and skills development**

- Issue management (2009)
- Strategic planning (2010)
- Energy economy (2012)
- Power markets and trade (2013)
- Business negotiations (2015)
- Fuels value chain and refinery business (2019)
- The economics of low carbon hydrogen (2021)
- Enhanced advocacy and communication skills training&simulation (2022)

**Language and computer skills**

**Languages**     **German:** Mother tongue; **English:** Fluent; **French:** Intermediate

**Computer**     Excellent knowledge and practice of relevant applications

**Personal interests and engagement**

- Volunteering**
- High School alumni program: Skiing instructor for children (2001-2002)
  - Student representative at the appointments committee, Institute for Political Science, Heidelberg University (2007)
  - Member of the Student Association, Institute for Political Science, Heidelberg University (2006-2008)
- Sports**
- Passionate runner (Half marathon, Marathon, various formats)
  - Alpine ski
  - Badminton Trainer (2002-2006)

**Publications**

- January 2019*     With Daniel Enke, “Stripped to the core – ein praxisorientierter Blick auf moderne Public Affairs-Arbeit” in: Falk et al.: Handbuch Politikberatung, Springer Reference Sozialwissenschaften, 2019