

CURRICULUM VITAE

GENERAL MANAGER – BUSINESS DEVELOPMENT, MANPOWER, LOGISTICS & PROJECT WORKS Oil & Gas Sector

Name: **Etienne Vassallo**
Nationality: **Maltese**
Date of Birth: **3rd February 1972**

EMPLOYMENT HISTORY

May 2015 to date: **THOMAS SMITH & CO. LTD.**

Position: **LCL, FCL & FTL (Logistics) Sales, Projects (Oil & Gas) and Port Agency Manager**

Managing three different departments namely; Groupage Trailer & Container, Full Trailer & Container Loads (Freight Forwarding) and Projects related to the Oil and Gas sector. Main duties consist of budgeting of all departments (financial), appraisals, full management of sales and operations for the local market and overseas, namely North Africa.

Jan 2009 to Jan 2015: **CRADDOCK ENGINEERING LIBYA INC. – LIBYA**

Position: **General Manager**

Full responsibility for running the Company's daily operations and expanding the business in Libya.

The Company's main function was to provide technical and engineering services to Oil Companies in Libya. The responsibilities involved were various and numerous. Primarily, my duties were to promote and ensure the smooth running of the Company's business. Besides being in charge of 30 local personnel working at the Company's office in Tripoli; the responsibilities also extended to the daily requirements and monitoring of operations by the 100-odd expatriate consultants under the Company's employment and sub-contracted to various Oil Companies.

PR representations to existing and prospective customers to maintain, boost and expand the Company's business in Libya was one of the major duties undertaken by the General Manager, and as a result, the number of expatriate consultants had increased considerably throughout the years. In addition, I was also involved in a number of engineering projects in collaboration with the Company's Engineering Department, whereby I was assigned to the tendering process and follow-up of several bids in connection with the Oil & Gas Industry in

Libya (such as field maintenance work, maintenance shutdowns and NORM remediation (Natural occurring Radioactive Material).

Management of personnel and other matters relating to engineering projects, such as cost breakdown, invoicing, etc. were also under my charge.

Other various duties in the upkeep of the Company's activities also made part of the tasks designated to the General Manager. Supplemental to the daily administrative operations, these also included the management of local salaries & taxes, invoicing and collection of funds to/from customers, contract and certification renewals, hiring and mobilization of new recruits, visas & other related permits , budgets & forecasts, and many others.

**RELIEF CREW PARTY MANAGER - PROJECT MANAGER –
HSE ADVISOR**

RECENT PROJECTS LISTING

Year	Client	Area	Contractor	Type	Project
July 08 - Dec 08	BP	Algeria	Global Geophysical	Desert, Dunes, Escarpment s	HSE Advisor
Mar 06 - Jun 08	Oxy Shell Total RWE Winstar	Libya and Tunisia	P.G.S.	Desert, Dunes, Escarpment s	Relief Project Manager – Logistics Project Manager
Jan 04 - Feb 06	Waha Oil Oxy	Libya	NAGECO	Desert, Dunes, Mine Field and UXO Area	Seismic Field and Town Administration Manager
Aug 90 - Dec 03		Malta	SMS LTD./ ATTRANS	Shipping / Airfreight / Road Transport	Logistics Manager / Marketing Executive

HSE Advisor - Roles & Responsibilities:

- To ensure that all project activities are completed safely
- To ensure personnel are competent to perform their duties relating to their scope of work as identified by current HSE standards, procedures and practices
- To provide positive leadership for the contractors and subcontractors on all HSES issues by engaging personnel at all levels within all disciplines and functions in promoting a safety culture for the Terminal
- To identify safety trends and risk areas and create plan to mitigate
- To manage the day to day interfacing between the Projects, Project Managers and the Construction Teams with the HSES disciplines of safety, environmental, health and security
- To provide support and expertise as required on accident and incident reports and investigations
- To participate in key management safety reviews and meetings
- To participate in Project reviews
- To participate in Project Management Plan reviews
- Develop close working relationships between all group members and the Project Managers/projects team to provide a consistent approach and effective resolution of issues
- All Permit To Work and associated Certificates for the Terminal
- Organize and drive HSE audits and training
- Daily follow up related field and project activities
- Overseeing Evacuation Drills

P.G.S. LIBYA, TUNISIA

2006-2008

Crew Assistant Party Manager / Logistics Project Manager of a 3D vibroseis crew. Main responsibilities to ensure a smooth daily running operation. Organizing and planning of logistics, ordering of parts (Requisitions and Purchase Orders) and food supplies. Subcontractors' Time Sheets, Integrating a structured HSE policy and ascertaining that personnel are following HSE regulations. Planning and organizing of regular crew meetings with senior and junior staff members on behalf of Party Manager. Responsible for personnel travel bookings, vehicle fleet registration records and the generation of monthly crew progress reports. As a logistics Project Manager, was responsible for entire Camp moves from Libya to Morocco and Tunisia.

NAGECO, LIBYA

2004 – 2006

Half of a 6 week hitch in town as an Administration Manager handling Travel, Visas and Payroll for 3 Crews (approx. 100 expats.). Also responsible for all Logistics (shipments of vehicles, heavy machinery and spare parts) and entire camp moves.

The following 3 weeks, crew based handling Clerical / Administrative work.

S.MIFSUD AND SONS LTD. / ATTRANS LTD.

LOGISTICS MANAGER

- Client requirements and complaints
- Continuous contact with our Principals abroad
- Co-ordination of shipments Import / Export
- Tackling clients with overdue invoices
- Checking charges according to agreement with same clients
- Quotations
- Targeting and Strategies for new business / Potential clients
- Various correspondence both local and overseas
- Making sure that all procedures are according to ISO requirements
- Travelling to meet Principals and Clients abroad.

OTHER INFORMATION

Education / Qualifications:

Primary Education: St. Joseph School – Rabat

Secondary Education: Savio College – Dingli

Achieved the following **O'Levels** - English, Italian, Physics, Maltese, Accounts, Mathematics, Arabic.

6th Form

- G.Frangisk Abela – Msida

Completed the following courses in **A' Level:** Physics, Applied and Pure
Mathematics

Diploma in Marketing Management

TECHNICAL COURSES

2008	Finance for Non Financial Managers / Negotiation and Presentation Skills
2007	Team Building / Management Skills
2006	Basic 3 D Design.
2005	Basic Processing

SAFETY COURSES:

2008	NEBOSH Course
2007	HSE Management course (GSR)
2006/7	Hazardous Terrain Driving course (Exlogs)
2005	Advanced First Aid course (Nageco, Libya)
2004	Preliminary First Aid course (Nageco, Libya)

LANGUAGES: ENGLISH, MALTESE, ITALIAN AND ARABIC

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Medical: All immunisations and full oilfield medical up to date

COUNTRY OF RESIDENCE: MALTA