

C N Consultancy Limited

Recruitment of

Deputy Managing Director
(acting also as Deputy to the Senior Vice President for
Supply, Trading and Risk Management)

for

the Trading and Supply Division of

OMV

based London or Vienna

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The Group

OMV, head quartered in Vienna, is one of Austria's largest listed industrial companies and the leading energy group in the European growth belt. The company was founded in 1956 has approximately 35,000 employees and a turnover of 18 billion Euros.

The Group operates five refineries and runs a network of over 2,336 filling stations in Central and Eastern. It has a total annual refined capacity of 26 million tons and is a market leader in Central and Eastern Europe. The Exploration & Production division is active in 17 countries worldwide with a daily production of about 317,000 boe per day. Current operations focus on Central and Eastern Europe, North Africa, North-West Europe, Middle East, Australia and New Zealand and the Russian/Caspian region. In Gas and Power it operates an extensive and important gas network and a central gas hub serving a very significant European market. The Group has recently entered the power generation sector with projects in Romania, Turkey and Germany.

Our Immediate Client

Within the Parent Group our immediate client is the London Trading and Supply division. This business is responsible for the purchase and delivery of the Group's refinery crude oil requirements and includes shipping, transportation, finance and risk management. Some 200 million barrels are traded each year and the Group's refineries process in the region of about 26 million metric tons per annum including around six million metric tons from the Group's own production. Supplies are sourced principally from South America, Africa, North Sea, the Middle east and Black Sea region.

The London office was established in 1991 and is a key player in Group's crude trading and optimization, refinery supply and risk management activities. It markets the Group's equity production, purchases feed stocks for the refinery system and executes refinery and price risk management. In addition to the Headquarters office and the London office, the Division maintains an office in Zug with responsibility for contract management and financial control. A representative office in Singapore was established in 2008.

This is a highly professional 'blue chip' business promoting a culture of best business practice and has been significantly successful in achieving dramatically increased turnover and profitability in recent years. The Group is financially very strong and poised for further expansion of both refinery capacity and trading and retail activities.

The Appointment

Now, as part as of a review of long term strategy, the decision has been made to appoint a Deputy Managing Director to the London office and at the same time a Deputy to the Senior Vice President Supply, Trading and Risk Management. This role will report directly to the Senior Vice President, based at the Head Office in Vienna. It calls for an energetic and seasoned oil industry professional with the experience to manage, support and expand a number of key Group activities. Sound technical skills and in depth experience of working in an oil and products or gas and power environment is therefore a prerequisite. A general sound understanding of the core activities of an integrated oil and gas business would be an additional advantage. However, an additional essential element in the candidate's make up is the ability to develop and further a career in a dynamic and entrepreneurial business environment.

C N Consultancy has been retained to identify top calibre candidates who will be attracted by the prospect of joining this successful and expanding trading entity and bringing the required skills and know-how to contribute actively to the next phase of development.

JOB DESCRIPTION

Job Title: Deputy Managing Director ~ TSL

Reporting to: Senior Vice president based Head Office, Vienna

Working Relationships: The successful candidate will be expected to develop strong working relationship with colleagues throughout the Group and especially with colleagues in the Trading and Supply Team, Domestic Products Trading Teams in Vienna and Romania, Corporate Risk

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Management Team in Vienna, the LNG trading and distribution Team, the New Projects and E&P Teams, with at the contract management and financial control office located in Zug.

Essential elements of the job include:

Strategic development of MO-C (Crude and Risk Management) business, according to OMV's current and planned market position in the European Growth Belt.

Development of a strong portfolio of assets to support OMV Trading activities in close cooperation with OMV Downstream and Upstream Businesses.

Development of a strategic portfolio of commodity risk management products for all OMV trading activities, by implementing cross-commodity risk management products in collaboration with OMV Supply & Trading AG (Zug).

Strategic development of shipping activities (LNG, LPG) and implementation of planned projects.

Enhance the Integration of Petrol Ofisi activities with the aim to consolidate Turkey into OMV's core markets and develop it as potential hub.

Responsible for exploring new business areas for MO-C, including niche markets and/or options for prop trading.

Build up a dynamic team for asset backed trading.

CANIDATE PROFILE

Location: London or Vienna. In the mid to long term Vienna would be the preferred location. Candidates should be prepared to live within easy commuting distance of their base office and will have a domestic situation which will allow for travel and periods away from home. Where necessary, the company will provide assistance with relocation and will attend to work permit issues.

Qualifications: A general high standard of education to degree level is sought; a University degree in Economics, Business Management or in Engineering etc would be ideal.

Languages: English is essential; German would be an advantage.

Experience:

Ideally, candidates should possess most of the following:

Minimum 8 years of professional experience in different areas of energy commodities. For example, time spent in trading and commercial activities would provide a suitable background.

Solid knowledge of the refining sector, petrochemical domain, power generation, natural gas and utilities and downstream transformation industries, hydrocarbons and gas processing.

Strong skills in negotiation and execution of standard and non-standard structured deals, finance-linked transactions, energy commodity trading, risk management tools and markets integration.

Experience in leading interdisciplinary and multi-cultural teams by representing an international mindset, cultural awareness and sensitivity.

Personal Qualities:

This senior role will require:

Strong leadership skills and the energy, determination and entrepreneurial drive.

An imaginative, innovative and flexible approach to developing business opportunities; the ability to adapt swiftly to changing market conditions; a mind set that is able to challenge traditional approaches to trading and marketing procedures.

The confidence, maturity and stature to interact with colleagues at senior level within the Group and the potential to develop and further a career at senior management level. A diplomatic but

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persuasive attitude when dealing with colleagues within the same organization. The reputation to enhance the Company's standing in international markets.

A team player with an international outlook and the ability to communicate easily across national boundaries.

Sound planning skills; numeracy and a precise orderly method of working and attention to detail.

REWARD PACKAGE

There is no pre-determined remuneration package. Base salary will be individually negotiated to reflect experience and to attract suitable high level candidates for this key senior appointment. Basic earnings can be significantly enhanced by a discretionary profit participation bonus scheme.

The Company also provides a 'social package' covering pension plan and, as appropriate, assistance with relocation.