

# Andrew Djang

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## Business Development Leader

*Accomplished analyst with 15+ years of experience developing business in global oil & gas sector*

Lead creation and evaluation of strategies based on data-driven insights and economic trends, driving long-term business planning and attainment of ambitious goals. Adept at analyzing business drivers to ensure market competitiveness, increased profitability, and business growth. Train, manage, and motivate cross-functional teams to exceed objectives. Develop partnerships with clients, senior management, and key stakeholders to mitigate issues and build consensus. Proficient with Lean Six Sigma methods and Microsoft Office; possess Bachelor of Arts in Economics as well as Certificate in Financial Management.

### Areas of expertise include:

- Strategic Planning & Execution
- Risk Management & Due Diligence
- Business Process Improvement
- New Opportunity Screening
- Team Building & Leadership
- Financial Analysis & Reporting
- Market Research
- Mergers & Acquisitions
- Budgeting & Forecasting
- Competitive Intelligence
- Model Building & Tool Creation
- Performance Management

## Professional Experience

COMPANY A, City, Country

2017 – Present

### Planning Architect

Develop and analyze long-term operational plans, budgets, capital spending, and monthly outlook in collaboration with senior management team. Gather data, analyze inputs, and develop corporate planning tools. Generate and deliver presentations to executive management and Board of Directors.

- Served as point-person between the Corporate Planning department and Operations teams to maintain alignment with field development plans.
- Partnered with technical teams to analyze economic models and key financial drivers for projects.
- Applied Lean tools and methodology to foster continuous improvement to processes and procedures.
- Created “what-if” scenarios for decision-making and presented results to senior management.

COMPANY B, City, Country

2015 – 2017

### Business Planning Lead, 2016 – 2017

Furnished in-depth commercial analysis, market research, competitive intelligence, and risk assessment to senior leadership team. Evaluated enterprise risk, regional growth opportunities and developed reporting frameworks to communicate findings. Prepared presentations for executive management and Group leadership meetings. Recruited, trained, mentored, and managed performance of local talent.

- Effectively co-ordinated liability coverage concerns as acting insurance section lead.
- Led project to redevelop corporate planning strategy, including Lean processes, visualizations, and tools.
- Ensured business needs and operational complexities were factored in to field development models.

### Business Planning Analyst, 2015 – 2016

Consulted on planning and business development to ensure competitiveness within current market. Analyzed internal/external data to support strategic decision-making. Identified and monitored issues that affected profitability, growth, and productivity and update leadership team on project milestones.

- Managed enterprise risk for multi-billion dollar asset, developed effective risk mitigation and reporting strategies.

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- Instrumental in designing Lean internal reporting and performance management processes.

COMPANY C, City, Providence

2014 – 2015

## Business Analyst & Reporting Specialist

Provided end-to-end leadership for projects while collaborating with senior leadership to gather data, present findings, and support decision-making. Managed forecasting, documentation of business processes, and establishment of KPI's. Partnered with External Engagement department, advising on business analysis and reporting.

- Enhanced budget estimation tools resulting in improved forecast accuracy to develop attainable goals.

COMPANY D, City, Providence

2009 – 2013

## Commercial Analyst, 2011 – 2013

Generated forecasts, economic models, budgets, and performance dashboards for CEO and senior leadership team.

- Guided communication and business development activities and supported internal business reviews.
- Spearheaded planning, budgeting, and capital governance for asset team exploration project.

## Intelligence Analyst, 2009 – 2011

Provided actionable market research and competitive intelligence reporting and analysis to support senior leadership with strategic and tactical decision-making

- Established peer coverage universe and benchmarked company performance at regional level.
- Identified underperforming assets within portfolio and recommended corrective action.

COMPANY D / COMPANY E, City, ST &amp; City, Providence

2002 – 2009

## Geographic Information System Lead & Mapping Analyst

Built, developed, and led team to support daily operations including planning, field work, and regulatory compliance for US subsidiary. Conducted and compiled market intelligence research for decision-makers.

- Delivered projects on time and on budget and developed local staff capabilities significantly.

## Education & Certifications

**Bachelor of Arts in Economics, Business Minor**, University A, City, Providence

**Financial Management Certificate**, University B, City, Country

**Lean Six Sigma Green Belt Certificate**, Service Centre, City, Country

## Professional Development

**Proprietary Planning Model Design & Development**, Provider, City, Country & City, Providence

**Petroleum Engineering for Non-Engineers, Introduction to Energy Trading & Hedging**

Educational Institute, City, Providence

**Competitive Intelligence**, University A, City, Providence

## Affiliation

Society A