

KARIM ADRIAN JAN (PMP, CSPO)

+1 832-922-3227 | jankarim@gmail.com

Houston, Texas USA | [linkedin.com/in/karimajan/](https://www.linkedin.com/in/karimajan/)

CAREER PROFILE

Experienced and motivated Sales and Commercial Development specialist with over 20 years of experience in the global energy industry. Demonstrated expertise in business development, contracting and negotiation, risk management, and project execution. Proven ability to lead cross-functional teams, drive strategic initiatives, and deliver complex projects on time and within budget. Adept at managing stakeholder expectations, navigating the complexities of EPC contracting and fostering client relationships.

KEY STRENGTHS

Contract Negotiation & Management: Extensive experience in negotiating EPC contracts, managing contractual risks, and ensuring compliance with contractual obligations (S7)*

Project Management: PMP® with record of delivering commercial growth projects on-target (CVX, S7, 2H)*

Risk Assessment: Expertise in identification and mitigation of contractual and project risks, to achieve project outcomes (CVX, S7, 2H)*

Client Relations: Proven ability to build and maintain strong relationships with key clients, leading to repeat business and long-term partnerships (S7, 2H)*

Cross-functional Leadership: Skilled in leading diverse teams, fostering collaboration, and driving successful project execution (CVX, S7, 2H)*

Technical Expertise: Solid understanding of engineering and construction processes, with a focus on H2/CCUS, EPC contracting, and advanced work packaging (CVX, S7, 2H)*

* (Chevron = CVX, Subsea7 = S7, Acteon Group = 2H)

TERTIARY EDUCATION

- ✓ Bachelor of Science in Management (BSM) (completed in USA)
- ✓ Master of Business Administration (MBA) (*in progress* – not complete)
- ✓ Electrical & Electronic Engineering – (completed in UK)

ADDITIONAL TRAINING & SHORT COURSES

- ✓ Advanced Sales & Marketing and Commercial Program (Cranfield School of Management)
- ✓ Psychology (2yrs) - Birkbeck, University of London

CERTIFICATIONS

- ✓ Project Management Professional (PMP®) – Project Management Institute
- ✓ Certified Scrum Product Owner (CSPO) – Scrum Alliance
- ✓ Member (International Association of Facilitators)
- ✓ Credly profile: <https://www.credly.com/users/karim-jan>
- ✓ BadgeCert profile: <https://bcert.me/snyisbfrh>

PROFESSIONAL EXPERIENCE**Chevron Engineering Management Advisor (Houston) Sep 2021 – Jan 2024**

- Investigated EPC contractor capability in support of Chevron New Energies' hydrogen and CCUS
- Managed team for EPC contractor capability assessments
- Advised on contracting and sourcing strategies for New Energies project developments
- Developed and negotiated contractual exhibits and governance model for two global engineering MSAs
- Operated the MSAs under the governance model (comparable to Category Management)
- Led a multi-organization team focused on safety and constructability in Chevron projects
- Represented engineering department in Chevron's Advanced Work Packaging (AWP) adoption initiative

Subsea 7 — Range of Positions May 2012 – Feb 2021**Business Development Director for Africa Gulf of Mexico Region (London) Nov 2012 – Jun 2015**

- Managed commercial capture teams responsible for in-bound projects ranging from \$40M to \$2B

Sales Leader – Subsea Integration Alliance (Houston) Jun 2015 – Jan 2019

- Directed sales & commercial for a new strategic alliance between EPCI contractor and OEM
- Developed risk sharing methods between the parties. Focused on offshore markets
- Achieved \$2.5B of backlog (from agreement formation) in 3 years

Corporate Business Development (and Global Account) Director (Houston) Jan 2019 – Feb 2021

- Managed commercial development and global accounts, overseeing project backlogs up to \$2B

Acteon Group — Range of Positions Mar 2006 – Apr 2012**2H Offshore – Global Sales and Marketing Manager (London and Houston) Mar 2006 – Apr 2009**

- Led global sales and commercial transformation from conceptual and pre-FEED studies provider to FEED, detail-design and component supply contractor

Subsea Riser Products – Manager (Houston) Apr 2009 – Apr 2012

- Co-led the equipment delivery spin-off, leading the commercial function

LANGUAGES

- ✓ English (Native)
- ✓ Portuguese (Full professional)
- ✓ French (Limited working)