

Stanley Jonas

High Potential Individual

Lagos

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Accomplished and Multifaceted professional with extensive knowledge and hands-on experience in the procurement, supply and distribution of petroleum products through initiating strategic and operational Planning to optimize financial results, growth and quality services in the Oil and Gas Sector. Ensure all operational performance are in line with organizational policies and in compliance with regulatory standards. Catalyst-Incubating new business opportunities and growing it to stable and well established positions. Posses a Stellar track record in maximizing business opportunities

Willing to relocate: Anywhere

WORK EXPERIENCE

MD/Chief Executive(Nigeria)

Proactive Resources Ltd - Lagos, GU - 2012 to Present

Responsibilities

Provided quality, relevant and timely information to the management to help them in decision making.

Actively involved in various management initiatives. Liased with client executives to organize and deliver services in line with strategic organizational goals and objectives

Assumed responsibility for process mapping and imparting training to team members on the process. Steered multiple departments in indentifying and instilling best practices resulting in enhanced overall service delivery that guarantee significant returns

Accomplishments

Built an appreciable network of business trading partners in crude oil derivatives in West Africa and around Europe and America.

This alliances were extremely important and key to our ensuring individuals, companies and organizations get world class petroleum products in terms of quality and prompt service delivery, at very competitive prices without compromising quality. Our activities covers the sale and transportation of the following products: Automotive Gas (AGO),Low Pour Fuel (LFPO),Premium Motor Spirit (PMS) and Dual Purpose Kerosene (DPK)

Implemented process improvement ideas that strengthened operations, resulting to achieving set goals and targets within stipulated timelines.

Performed market research and undertook financial feasibility studies to access scope for business development in new markets that saved the companys downtime and increased profits by almost 60%

Consultant Partner

Winston Investment LLC - Delaware - 2012 to Present

Responsibilities

Initiate and structure trading template for individual companies wishing to diversify into the downstream sector

Provide advisory services in terms of budget planning, sector entry options, transaction process and operations, price optimization and profit anticipation.

Hands on training for companys petroleum products marketing team to enhance their core competence in the sector through practical and realistic approach that drives sales and sustains business growth.

Assume full control of client transaction from start to finish to guarantee seamless business process and operations without interference with the companys organizational structure and objectives. Zero compromise on ROI accountability

Skills Used

Ability to take split second decision that is critical for the ultimate interest and growth of an organization

Passionately Proactive Self-Starter

Extensive ability to under-study situations and apply discretionary approach to solving them

Ability to communicate discretely

Capacity to establish strategic plans for future success

Ability to listen, understand and relate with people at different levels of competence

JV Partner

United Energy International LLC - Maryland,USA - 2013 to 2015

Responsibilities

Took end to end responsibility of supply chain including demand forecasting and offtaker contracting

Selected and negotiated delivery price / contract with end-suppliers. Drove contract decision keeping in mind cost, feasibility and timely delivery of products

Secured various exclusive mandates from foreign buyers trading on petroleum products.

Sourced and Initiated petroleum products allocation from Russian refinery

Managed third party supplies with offtakers and secured commissions for all intermediaries through MOUs

Initiated and established strategic alliances on long term basis with competent and capable end-suppliers and offtakers which is critical to our business continuity in the sector

Chief Operating Officer (COO)

Oak Glamour Ltd - 2013 to 2014

Responsibilities

Initiated and structured out a back-to-back trading arrangement of instruments like BGs and LCs with the companys bank to facilitate a seamless bank transaction with both our offtakers and end-suppliers

EDUCATION

B Eng Chemical Engineering in Chemical Engineering

University of Benin

SKILLS

Microsoft Office Word, Microsoft Office Explorer, Windows XP, Windows Vista, Adobe Acrobat, Internet Applications

AWARDS

Excellence Award for Top Level Oil Executive

2015

Given in recognition of my commitment, Competence and Core business acumen as an Oil & Gas Executive.

ADDITIONAL INFORMATION

AREAS OF PROFICIENCY

- * Result Optimization
- * Client Relationship
- * Business Continuity Plan
- * Strategic Alliances
- * Market Trends & Intelligence Project
- * Project Evaluation/Business Forecasting
- * Win-Win Negotiation
- * International Management
- * Oil Trading Business consulting
- * ROI Accountability
- * Downstream Business
- * Contract Evaluation
- * Organizational Leadership

PERSONAL SKILLS

- Ability to take split second decision that is critical for the ultimate interest and growth of an organization
- Passionately Proactive Self-Starter
- Extensive ability to under-study situations and apply discretionary approach to solving them
- Ability to communicate discretely
- Capacity to establish strategic plans for future success
- Ability to listen, understand and relate with people at different levels of competence
- Possesses a very strong ability to inspire a diligent working attitude in an organization
- Strong capacity to create alternative approach to achieving solutions under emergency situations without compromising the organization's integrity and set goal.