

CV

Name Geir Stokke, born 1956
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Marital status Married, 3 children, born 1991, 1994 and 1999

Key competence

- 29 years of national and international experience within sales and marketing B2B, related to technical and industrial sectors within the Oil & Gas industry.
- Multicultural knowledge from living abroad for 11 years (Dubai), and from working relation with many different nationalities through extensive export related work.
- Business sector knowledge from Oil & Gas Industry related to Europe, US & Canada, Western Africa, Brazil, South East Asia and in particular the Middle East.
- Have run my own business in Dubai for seven years, which is not possible unless you are a person who is able to work independently and show initiative.
- Broad experience in doing complex presentations including seminars arranged by INTSOK and international negotiations with multinational companies.
- Broad experience in preparing and follow up complex tenders to major customers w.w.
- Managerial experience from positions as Managing Director, General Manager, Sales & Marketing Manager and within technical support.
- Extensive change management experience internationally and nationally.
- Built up an extensive network particularly within the Oil & Gas business in Norway since my return from Middle East to Norway late 2007
- Well experienced in marketing technically advanced instruments, and read / answer /comment on technically complicated specifications and documents

Working Experience

May 2014 - Lisema Invest AS, Stavanger (100% Owner) Management for hire

- Offering consultancy within management, sales & marketing, strategy planning etc

Oct 2013 – April 2014 WestCon Power&Automation AS Director Sales & Marketing/CMO

WestCon P&A is part of the WestCon Group who specializes in maintaining Oil Rigs.

WestCon P&A turns some NOK 500 million in 2013, with close to 200 employees, including a sales office in Singapore

- Member of the Management Team
- Responsible for the Sales & Marketing department which employs 7 people at present
- Responsible for the Singapore office

2011 - sept 2013 Onninen A/S Global Account Manager, Oil & Gas

Onninen is one of the major electrical wholesalers in Norway, with a turnover of NOK 2.3 billions (milliarder) in 2011 and globally some 1.365 billion EUROS. We are some 320 employees in Norway and some 3000 employees w.w.

- Responsible for successful prequalifying process to Statoil and A/S Norske Shell. Secured frame agreement with Talisman Energy 1Q 2013

- Business Development and Technical Sales
- Development and introduction of new (technical) concepts and implementing understanding of the technical complexity in the organisation in regard to major offshore projects

2009 - 10 DHL Global Forwarding AS in Stavanger Director Oil & Gas

DHL is the world largest transport supplier with an operation in Norway covering some 65 employees and turnover some 700 mil. The Stavanger office operates within global forwarding related only to oil & gas sector with major sized transports.

- Responsible for DHL GF's Oil & Gas build up (new segment for DHL Global Forwarding)
- Member of the Management Team in DHL focusing on alternative energy, for example wind energy, as well as Industrial Projects
- Working world wide with an emphasis on USA (Houston) and South America (Brazil)
- Responsible for Achilles and Sellihca Database registrations

2008 – 2009 Lisema Invest AS, Stavanger (100% Owner) Management for hire

- Managing Director in Maritime Industry Services, 32 employees for 2 months
- Introduced Management Plan
- **Results:** Helped secure an order of NOK 4.750.000 from Schlumberger

**2008 Anzett AS, Stavanger Sales & Marketing Director /
Executive Vice President**

*Anzett is working primarily within the Oil & Gas sector. 65 employees.
Customers include FMC, StatoilHydro, Aker Solutions, Venture, Cameron and Vetco Grey.*

- Responsible for Anzett's UK office, and 2nd in command to CEO
- **Results:** Deficit in March 2008 of MNOK 1.0, by end July 2008 turned to Profit of MNOK 3.7. Order backlog in Jan 2008 was MNOK 29.7, by end July 2008 MNOK 55.

**2001 - 2007 ScandArabian House FZ-LLC (100% owned) Consultant/Company Representative
(living in Dubai)**

Represented among others as their Company Rep Middle East, (and NOT only as an agent): Rogalandsforskning (Rogaland Research); Plugging Spec. Int. Norway (later TD Williamson); Øglænd System; Petec Software & Services Norway; Norse Cutting & Abandonment Norway

- **Results:** Received orders for my clients for MNOK 33.8 and another MNOK 10.0 as per my involvement.

1997 – 2001 Roxar Middle East

1999- 01,

General Manager Middle East (living in Dubai)

1997- 99 Multi-Fluid ASA

Area Manager Middle East

Multi-Fluid and Smedvig Technologies merged in 1999 to become ROXAR ASA.

Customers include: Aramco (Saudi A.), Petr. Dev. Oman (Shell operated), Occidental Qatar, ONGC India, Abu Dhabi Oil Comp. (ADCO)ADMA-OPCO, Petrobel (AGIP/GPC) and others.

- Responsible for running the office in the Middle East, with special marketing responsibility in the area for the products mentioned below under Multi-Fluid ASA.
- Responsible for all marketing/sales activities in the Middle East Area.
- Responsible for selecting agents and for preparing permanent establishment in the area.

- Negotiating purchase orders regarding subsea electrical connectors with Kongsberg Offshore for the Draugen Project, and Seanor Eng. for the Oseberg project. Negotiations with Kværner Eng. (acting on behalf of Norsk Hydro) for Exd rated connectors for the Brage Project.
- Consultant for TRONIC Electronic Services Ltd. in connection with their first marketing activities for Mobils Hibernia Project outside Newfoundland, Canada. Assisting in negotiation of agency agreement with the Canadians.
- **Results:** PVT: Turn over increase 1990-93 MNOK 11.5 to 22.2
Tronic subsea connectors: Turnover increase MNOK 1.0 to 12.0

1985 - 1991 ØGLÆND SYSTEM A/S

1988 – 91

Sales Manager Offshore and Export

- Responsible for contracts with Sleipner A (Statoil): Prepared all bid documents, negotiating Letter of Agreement at Bid Clarification Meetings at Aker Engineering, and later acting as Project Manager for the complete supply of Cable Support Systems to this project.

Draugen (A/S Norske Shell)

Gorm F (Mærsk Olie og Gas):

- Responsible for negotiating the contract for the complete supply of Cable Support Systems to their Zwijndrecht site (de Groot), Holland.

Hibernia Project (Mobil):

- Establish an agency agreement. Conducted a market study (founded 75% of Canadian authorities) and prepared a business plan.
- Negotiating with members of Hibernia Man. Dev. Com. at Newfoundland

Gyda (BP Norway Limited UA):

- Negotiated the contracts for the supply of cable trays to sites in Norway and England.

1985 – 87

Sales & Project Engineer

1979 - 1982 **Bernt C. Middelthon A/S**

General Manager

1978 - 1979 **Military services , UNIFIL, Lebanon response team**

UN corporal, Medical Platoon rapid

Education

1989-93 **Rogaland Distriktshøgskole** **Contracts Administration Study, Parts 1-4**

1987-88 **Norwegian School of Management , BI**

1984-85 **Horten Polytechnical School (H.Ing.H)** **Studies for Operational Engineering.**
One year add on ("påbygningsår") from Technical College

1982-84 **Stavanger Technical College**

Mechanical Engineering (Technician)

Documented Computer skills

Oct/Nov 2010 **Positiv Opplæring AS**

Completed Datacard course ("Datakortet")

All seven modules tests passed

(This is an international card, with tests, to document general comp. skills related to Microsoft Office programs)

Board of Directors

1999 - 2007	Member Board of Directors	Norwegian Business Group, UAE
1995 - 1996	Member Board of Directors,	Norwegian Business Group, UAE
1989 - 1990	Member Board of Directors	Øglænd System A/S

Languages

Norwegian	Native
English	Fluent
German	Knowledge
French	Knowledge