

# Elias (Elie) Boustros

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## Executive Strategist & Advisor – Business Development Consulting/ Market Expansion



Mr. Boustros repeatedly turned around stalled growth, carving out expansion opportunities and gaining immediate traction through strategic vision, natural capacity to build trust, dynamic approach to business challenges, and transparent leadership. His work experience extends over a period of 33 years in oil and Gas, petrochemicals, Liquefied Natural Gas (LNG), industrial gases, major capital and infrastructure programs in Europe, North America and the Arabian Gulf. He occupied several senior management positions with proven track record of success in Business development, Strategy Development and Execution, Business Planning, Process Enhancement, Market Research, Economic Assessment, Business Cases and Feasibility Studies, Sales & Marketing, Negotiation, Energy Trading, Programs Management and Enterprise Risk Management, Business Consulting & Advising to senior management, crafting data-driven recommendations and opportunities for improvement.

## Key Professional Experience – Startup & Growth Leadership Highlights

### Founder and Managing Director • 2019 to date

Boustros & Associates Management Consulting (Montreal, Canada): Advisory and consulting in Business Development, Strategy, Project Management, Risk Management, Feasibility studies and due diligence for Oil & Gas, Capital projects and Process Industries

### Director, Portfolio Reporting & Management Systems • 2014–2019

Supreme Committee for Delivery & Legacy; (Doha, Qatar): Directed oversight of a multifunctional team across portfolio and major capital and infrastructure as well as information technology projects to host the FIFA World Cup 2022 in Qatar at the Programme Management Office (PMO)

### Manager of Strategic Planning, Economics & Risk Management • 2007–2014

RasGas (World Leader in Natural Gas and LNG production and marketing - ExxonMobil & Qatar Petroleum - Doha, Qatar): In a multifaceted role, served dually as the Executive Leader & Advisor in Strategic Planning, Economics, & Risk Management as part of the Corporate Planning Team and for the development of the LNG and Sales gas trains.

### Business Manager – Large Industries • 2001–2007

Air Liquide Group (World Leader in Industrial based in Montreal, Canada)

Functioned as the Business and Commercial Manager, reporting directly to the Vice President of Large Industries, charged with direct oversight of business development efforts, account management, customers relationship across Industrial Gas plants and pipeline systems throughout Eastern Canada.

### Sales & Marketing Manager - Petrochemicals • (5 Years)

Petrochemicals / Petromont; (A Dow Chemical Joint-Venture in Montreal, Canada)

Developed new markets for petrochemicals in Canada and the USA and increased the business profitability maintaining a substantial commercial and realization record.

### Business Planning & Budgeting • (7 Years)

Petrochemicals / Petromont (A Dow Chemical Joint-Venture, Montreal, Canada) where he served as a proficient Business Planning Leader, conducting numerous business analyses, budgeting, economic models, and benchmarking studies that effectively increased operational efficiencies and drastically reduced costs.

### Deputy General Manager - Crude Oil Supply, Trading and Refining • (3 Years)

GatOil International; (Oil Supply, Refining and Trading, Geneva, Switzerland) where he administrated the trading activities, crude oil supply agreements with producing countries in MENA as well as the supply chain to the refinery

## Education

**Post Graduate Certificate** – Business Research Methods – DBA Candidate - Edinburgh Business School, Heriot-Watt University, UK

**Diploma in Natural Gas Strategy**, Energy Delta Institute & University of Groningen, NL

**Master's in engineering – Petroleum Economics & Management**, (ENSPM), Institute Français du Pétrole (IFP School) - Paris, France

**Master's in civil engineering** – ESIB, Saint Joseph University, Lebanon.