

# RUI REIS

ENERGY  
MANAGEMENT  
EXPERT

## INSIGHTS

- ✓ 30 years in Management
- ✓ 30 years in Energy Industry
- ✓ 5 years of Advisory/Consultancy
- ✓ 4 languages at advanced level
- ✓ 10 + years in International settings
- ✓ 15 + international conferences
- ✓ 10 + projects (>10M€) implemented

## CONTACT ME

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- 📍 Lisbon, Portugal

## INDUSTRY SKILLS

- > Cross-Cultural Management
- > Oil & Gas Industries
- > Project Development & Implementation
- > Entrepreneurship
- > Marine Industry
- > 4.0 Technologies (I.O.T.)

## INTERPERSONAL SKILLS

- > Innovative & Creative thinking
- > Negotiation
- > Leadership & Teamwork
- > Communication
- > Problem - Solving
- > Analytical Skills
- > Crisis Management
- > Strategic Thinking
- > Multi-Stakeholder Engagement

## PROFILE

A highly experienced international business manager and advisor, strategic and creative thinker, with a solid background in the energy industry and extensive knowledge in management obtained at prestigious universities around the world. Proven innovation, leadership, perseverance, communication and adaptability skills. Thriving in international environments, with a passion for the 4.0 tech revolution.

## WORK EXPERIENCE

### SENIOR MANAGEMENT CONSULTANT

FREELANCE | APRIL 2020 - PRESENT | PORTUGAL, EUROPE

- Consultancy services

### BOARD OF DIRECTORS ADVISOR

GRUPO ETE, WND INTERNATIONAL | SEPT 2018 - APRIL 2020 | PORTUGAL

- Business development (new projects) on marine industry

### MANAGING DIRECTOR FOR IBERIAN OIL BUSINESS

GALPENERGIA | NOV 2012 - FEB 2018 | PORTUGAL, SPAIN

- Managing Director of all Oil Business (downstream-distribution) in Portugal and for B2B Oil Businesses in Spain (International Businesses and Specialities).
- CEO of Galp Madeira, Galp Açores, Galpgeste and Board member of Galp Spain.
- METRICS:
  - HR : 400 people direct; 1000 people in subsidiaries
  - Financial : around 250 M€ Ebitda/Yr (50M€ capex/yr; 200M€ opex/year)
- Major Projects:
  - Major Organizational restructuring
  - Implementation of New Businesses Models
  - Customer care and Credit Risk
  - Loyalty Schemes
  - Digital Transformation
  - Technological restructuring of Service Stations

### MANAGING DIRECTOR FOR B2B OIL BUSINESS

GALPENERGIA | SEPT 2005 - OCT 2012 | PORTUGAL, SPAIN

- Managing Director of B2B Business Unit (Portugal and Spain) (several minor organizational changes during this period)
- CEO of Galp ServiExpress Portugal and Galp ServiExpress Spain
- METRICS:
  - HR : 150 people direct; 60 people in subsidiaries
  - Financial : around 50M€ Ebitda/Yr
- Major Projects:
  - New Business Models
  - Major acquisition in Spain
  - Sales Force Program
  - Customer Care and Credit Risk

## TECHNICAL SKILLS

- > MS Office Excel
- > MS Office Word
- > MS Office PowerPoint
- > MS Outlook
- > MS Office 365
- > SAP ISOIL
- > CRM systems

## LANGUAGES

- PORTUGUESE
- ENGLISH
- SPANISH
- FRENCH

## NONCOLLEGIATE ACTIVITY

CO-AUTHOR "PORTUGUESE MERCHANT NAVY"  
2024 (CTT Edition)

CHAIRMAN OF ALUMNI ASSOCIATION  
ESCOLA NÁUTICA INFANTE D. HENRIQUE  
Dec 2016 - Present

BOARD OF GOVERNORS MEMBER  
SAINT DOMINIC'S INTERNATIONAL  
SCHOOL OF LISBON  
Oct 2010 - Jun 2011

CHAIRMAN OF PARENT TEACHER  
ASSOCIATION (PTA)  
SAINT DOMINIC'S INTERNATIONAL  
SCHOOL OF LISBON  
Oct 2009 - Jun 2012

## PERSONAL INTERESTS

- > WORLD HISTORY
- > GASTRONOMY
- > STAMP COLLECTION
- > ANTIQUES
- > TRAVELLING
- > READING

## WORK EXPERIENCE (continuation)

MANAGING DIRECTOR FOR GALP FROTA PROGRAM  
GALPENERGIA | 2002-2005 | PORTUGAL

- Iberian Managing Director for the Galp Frota Program (credit card - private label)
- METRICS:
  - 500.000 cards ; 10.000 customers
  - Aprox. 20M€ Ebitda/yr
- Major Projects:
  - Business Restructuring (organization; value proposition)
  - Contact Center setup

RETAIL MARKETING DIRECTOR  
GALPENERGIA | 1995 - 2002 | PORTUGAL

- Retail Marketing Director for the Portuguese Retail Oil Business
- Major Projects:
  - Loyalty Schemes (B2C and B2B)
  - Car Wash Program
  - C-Stores
  - Pricing Management Tools
  - ATL and BTL campaigns
  - Mystery Shopper Program

OTHER POSITIONS  
GALPENERGIA | 1988-1995 | PORTUGAL

- Group Product Manager; Product Manager; Sales Force Coordinator, Sales Representative

MERCHANT MARINE  
SOPONATA AND TRANSINSULAR | 1986-1988 | PORTUGAL

- Merchant Marine Engineer (Ap. and 3Eng)

## EDUCATION BACKGROUND

PHD, BUSINESS ADMINISTRATION (DBA)  
ISCTE-UNIVERSITY INSTITUTE LISBON, PORTUGAL  
2020 - Present

MSC, INVESTMENT STRATEGY AND INTERNATIONALISATION  
ISG BUSINESS & ECONOMICS SCHOOL, PORTUGAL  
2019 - Present

ADVANCED MANAGEMENT PROGRAM (AMP)  
NORTHWESTERN UNIVERSITY & KELLOGG SCHOOL OF  
MANAGEMENT, USA  
2012

ADVANCED MANAGEMENT PROGRAM (AMP)  
INSEAD, FRANCE  
2005

ADVANCED MANAGEMENT PROGRAM IN MANAGEMENT  
AND MARKETING (AMP)  
UNIVERSIDADE CATÓLICA, PORTUGAL  
1990

UNDERGRADUATE, MARINE ENGINEERING  
ESCOLA NÁUTICA INFANTE D. HENRIQUE, PORTUGAL  
1982 - 1985