

A NEW PARTNER JOINS C&S PARTNERS

September 8, 2020



Patrick GILLY joins the firm as a Partner on September 1, to help the firm accelerate its growth. Patrick has a complementary track-record to the team, coming from an Oil & Gas Exploration & Production background. Based in Brussels, he will operate on a global basis.

TELL US A BIT ABOUT YOUR BACKGROUND

Patrick. I lived in many countries: France, but also the USA, Venezuela, Indonesia, Denmark, Qatar, and now Belgium. Besides, I worked on business developments in Iraq, Yemen, Australia, Papua-New Guinea, Malaysia, and Norway. I am a pure Upstream Oil & Gas product. I entered the Oil & Gas world when I went to Stanford University Petroleum Engineering Department as a visiting researcher. Back then, I received two offers: Schlumberger and Elf Aquitaine. I chose to go to the operator.

I started as a Reservoir Engineer, then Petroleum Architecture, Business Development and Negotiation, Operations, and finally, General Management. I have made most of my career at Total, which I left in late 2012 to join Maersk Oil, where I met Fernand. I worked with Maersk Oil's COO at the headquarters in Copenhagen for about two years, before being offered to be the Asset Manager of the Al Shaheen field, the 3rd most giant offshore oil field in the world, in Qatar.

In November 2016, after two years in Qatar, I received the keys of the Danish Business Unit, Maersk Oil's historical subsidiary in Denmark. By the way, contrary to common belief, Denmark has been a producer of oil and gas since the '70s. Indeed, the revenues from the Oil & Gas industry has financed the social welfare, infrastructure, and energy transition the country enjoys today.

Less than a year after, Total acquired Maersk Oil, and here I was, back working for this group and many good colleagues I had left behind a few years before. I remained Managing Director of this critical affiliate, now renamed Total Exploration Production Denmark.

Last summer, I chose to leave Total for new horizons.

AND YOU JOINED C&S PARTNERS. WHY THIS CHANGE?

I've run operations and led 900 people on Al Shaheen and managed an affiliate of 1,800 people in Denmark afterward. I wanted to open to a new chapter around helping others, influence them in their leadership – but I did not want to go solo. I had to keep the sense of a team, getting surrounded by inspiring people and inspire them too.

Since the end of the commodity “supercycle” mid-2014 and the multiple aftershocks in the oil and gas industry, I’ve streamlined, transformed, and integrated organizations four times. Twice in Qatar and Denmark. Those are always testing exercises under challenging circumstances. Until you’ve done one, you don’t know how you will handle it. I discovered I could. It’s all about purpose, perspectives, respect for the people -who leave and those who stay-, authentic leadership, and communication. The Oil & Gas industry is into a “Perfect Storm.” Adaptation and transformation are required, and I believe I can assist through C&S Partners.

The new aspect of my job is the consulting side. I used to be on the other side, to have consultants working with me. I’m naturally inclined to help others, to lend a listening ear, to immerse myself in a culture. I’m also good at solving problems and connecting dots, always looking forward and interested in the latest innovations. In addition to my thorough understanding of the E&P value chain, those are characteristics I can rely on and offer in this new role.

WHY C&S PARTNERS?

Fernand puts me in contact with Gérald. We all have a different and complementary career path – but above all, shared values, conviction, and approach to leadership. We are putting the People at the heart of everything. As we say at C&S Partners, strategy execution is all about people.

Leadership, materializing it, making it concrete, elevating it, this resonates a lot to me, both as an executive and an advisor & business mentor.

With my background and my personality, I bring further diversity in a group that embodies and values all forms of diversity.

WHAT ARE YOUR MAIN ROLES AT C&S PARTNERS?

I help executives and business leaders materialize their leadership, including going through difficult circumstances where complex decisions are needed. Typically, I will help them transform their organizations into leaner, more adapted, and efficient ones while increasing the engagement and performance of their teams. Because of my background but also our partnership with Hogan, I will help companies reach excellence through higher Safety, Environmental, and Health/Hygiene standards -and all the leadership and behavioural challenges this implies. And I am eager to continue working on the future of energy.

I am versatile. In other words, I’m comfortable working with and for people from the workshop to the boardroom. For now, I am advising a few SMEs in Denmark, France, and Belgium.

I like to see myself as a “bridge.” I am the bridge between cultures, disciplines, or layers of an organization. I can work both advice and run operations at scale. I connect. My eclectic personality can serve within C&S Partners and benefit to its clients.



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