

Vigan Beqiri, MSc., SPE CE

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Professional Profile

General Manager | Business Development | Strategy and Portfolio Management | Project Management

Accomplished professional with extensive international experience in commercial and programme operations.

Solid history of successfully capturing and developing large energy and environmental projects both commercially and operationally. Designing and developing winning proposals and managing the entire bid process for sustainability-focused initiatives. I have a proven track record of successfully securing contracts for sustainable projects across various industries, including renewable energy such as water and solar, hazardous waste management, and other rapid deployment projects.

Proven track record converting problems into opportunities, concepts into successful businesses, and building top-performing finance and operations teams.

Career History

Ecolog International, Various Locations (Aug 2011 to Present)

Director of Business Development, Energy – Oil & Gas (MENA),

Oct 2021 to Present

Dubai, United Arab Emirates

- Planning and executing content strategy of the company, including but not limited to planning and developing content selection, optimization strategies, acquisition and execution covering MENA and beyond.
- Develop consistent and realistic long and short-term sales plans for the Department in line with the corporate objectives.
- Developing regional growth plans in all verticals for Oil & Gas.
- In charge of Product and Portfolio Development for Water and Energy globally.
- Leading and managing the commercial reporting functions related to the development scope.
- Set overall 5-Year plan(s), annual budgets & quarterly forecasts for the different content departments.
- Create and communicate sales goals and ensure C-level executives are informed on the progress of those goals.
- Effectively communicate value propositions through presentations and proposals.

Country General Manager, Authorized Signatory (Qatar)

Sept 2017 to Oct 2021

Doha, Qatar

- Extensive leadership & general management experience covering strategy & growth, commercial & marketing, business development and project delivery, mainly in the oil & gas/energy industry and management consulting.
- Manage overall corporate operations and increase business growth across Qatar and GCC, ensuring end-to-end smooth running of business for current establishment of technical and cost impacting projects.
- Provide and analyze different financial reports for stakeholders.
- Develop commercial expansion plans and sales goals for the oil & gas business within Qatar Energy, Qatargas, North Oil Company and other major clients.
- Defined and implemented organisational standards to improve quality of service as well as driving change management to ensure continuous improvement.
- Spearheaded and delivered project within time and budget, which enhanced revenue by over 27%.
- Negotiated and won two major contracts with (five-year each) with largest oil and gas state owned company in Qatar (Qatar Energy), combined value ±50mio (2021 to 2026)
- Planned, Designed and Negotiated three projects with a combined value of ± \$47mio (5 year contracts, until 2023 with Qatargas Operating Limited

Program Manager (LOGCAP IV),
Dubai, United Arab Emirates

Sept 2015 to Aug 2017

- Headed multiple projects simultaneously for Energy, Prime Power, Logistics, EVM and Remote Camp Services for NATO, Fluor, Bundeswehr and different prime contractors or subcontractors supporting the Resolute Support mission in Afghanistan.
- Developing technical and commercial solutions for different projects supporting other peacekeeping missions across the globe with UN.
- Extensive use of resource management tools, ensuring successful completion within time and under budget. Evaluated and adopted best-practice project management tools, processes, and techniques to maximise project outcomes.
- Led successful negotiation and analysis of purchase order agreements, subcontracts, and cost control budgets.
- Transformed company structure and implemented new standards for project profitability and capex management.
- Assessed and mitigated potential risks in buyout processes and decreased costs by 15% annually; completed various regional projects with +\$20M budget and gained best possible pricing for company.

Project Manager (LOGCAP IV),
AO/Theatre Wide, Afghanistan

Dec 2013 to Aug 2015

- Reviewed staffing, workload and performance results to exceed business demands for workload and performance results for area of responsibility.
- Lead POC with different Host Framework CO, and NSPA CO/TO.
- Contract POC for all Energy and Power contracts with Fluor and DynCorp across all bases in Afghanistan.
- Improved overall operational efficiency by analysing and addressing internal and external conflicts of requirement, resource, and priority.
- Accelerated efficiency and profitability and reduced liability exposure by introducing adjustments to fleet policies, which contained acquisition, maintenance, and remarketing as determined by cost effective life cycle analysis.
- Mobilization manager of ±\$200mi catering contract in Kandahar (5 DFAC's serving more than 40,000 meals per day)
- Mobilization Manager for Prime Power contracts in HKIA for 3 Power Plants and 127 out-grid diesel generators, powering up the whole NATO base in Kabul.
- Mobilization Manager for 400+ heavy equipment machinery supporting US Army contracts under Fluor, in Camp Bagram, and other FOB's.

Other positions:

Project Coordinator, Project Controls (LOGCAP IV),
Ecolog International, Tetovo, North Macedonia

Dec 2012 to Nov 2013

SAP PS/PM and MM Key User (Corporate)
Ecolog International, Dusseldorf, Germany

Aug 2011 to Nov 2012

Front End Developer
Neon Systems, Tetovo, North Macedonia

Jan 2011 to Aug 2011

Prepress Manager
Cabej Publishing House, Tetovo, North Macedonia

May 2007 to Oct 2010

Education and Credentials

Master of Science in Database Management,
South East European University, Tetovo, North Macedonia

Oct 2012 to Dec 2014

BSc. In Computer Science and Technologies,
South East European University, Tetovo, North Macedonia

Oct 2007 to Dec 2010

Languages:

Albanian: Native | English: Fluent | Macedonian: Fluent | Croatian: Intermediate | German: Beginner

Certifications – Project Management, Strategy Management and others

- SPE Petroleum Engineering Certification (**SPEC, SPE Member ID: 5499894**)
- Project Management Foundations (**Google inc.**)
- Certified Agile Project Manager (**PMI® REP #4101**)
- Diploma in Project Management (**Allison 1266-7729878**)
- Certificate of Achievement, Project Management for Team Members, (**PMI® REP: 4254**)
- Certificate of Achievement, Project Management Basics, (**PMI® REP no: 4254**)
- Introduction to Oil and Gas Drilling Operations, (**Dynamic Knowledge, Udemy**)
- Designing Business Models for The Digital Economy, (**SAP, Walldorf, Germany**)
- Business Fundamentals: Project Management (**The Open University, United Kingdom**)
- eBanking, SEEU and Asseco SEE (**South East European University, Macedonia**)
- PEGASUS English Language School, Tetovo, Macedonia

Memberships:

Project Management Institute, Society of Petroleum Engineers, Economist Intelligence Corporate Network

Personal Interests

President of NGO non-profit in North Macedonia, called SUPPORT – Center for Youth Counselling. Founded in 2008, it has been active in supporting displaced children with different mental challenges.