

TOYIN LONGE

Spring, TX | 603.203.1700 | tabifarin@hotmail.com | <https://careerwebfolio.com/toyinlonge/>

SENIOR INVESTMENT/BUSINESS DEVELOPMENT EXECUTIVE

Strategy • Financial Analysis • Project Management

Performance-Driven Business Executive – with extensive experience strategy, financial analysis, and project management. Expertise includes pursuing, negotiating, and closing acquisitions, market and business development opportunities. Experience advances sustainability, governance and environmental factors integration in portfolio selection, investments and asset management. Expert problem solver and mentor guiding teams on innovative solutions to achieve company objectives.

CORE COMPETENCIES

- Sustainable Investment Strategy
- Business and New Market Development
- Strategic Planning
- Financial Performance Optimization
- Contract Negotiations
- Joint Ventures and Partnerships

PROFESSIONAL EXPERIENCE

Negotiating Contracts → Boosting Revenues → Increasing Profits

ExxonMobil Corporation | Global

2008 – Present

A global energy company with over \$180 billion in revenues and a workforce of 71,000 employees worldwide.

Commercial Negotiations Manager & Advisor – Lagos, Nigeria | 2017-Present

Identify and capture market and business development opportunities. Lead projects from strategy inception to implementation. Incorporated environmental management plans into capital projects & contracts. Manage cross-functional teams in selecting and developing commercial and technical ideas for asset monetization. Negotiate terms and execute agreements. Lead a team of eight through two direct reports. Results include:

- **\$1.5 billion in profits secured** by re-aligning governance and equity, improving contract terms & asset monetization.
- **\$300 million in operating expenses successfully recovered** and a \$50 million profit loss avoided through settlement negotiations with the industry regulator.
- **\$250 million in bad debt write-offs prevented**, a 50% recovery rate, by negotiating settlement terms.
- **\$30 million increase in annual revenues** achieved by implementing a low carbon solution through new natural gas sale replacement for diesel sources.
- **\$250K in annual income growth** in the form of an overriding royalty payment by divesting an underutilized asset.

Commercial Negotiations Manager & Advisor – Spring, TX | 2015-2017

Managed team of six with two direct reports to find and secure business development opportunities. Secured eight business growth opportunities. Negotiated agreements to commercialize business growth, asset acquisition, and monetize assets. Results include:

- **\$2 million cash value** + 4% overriding royalty from strategic portfolio realignment through asset sale.
- **30% reduction in new oil basin entry cost** by acquiring an alliance partner in a cost-sharing arrangement.
- **15% increase in asset profitability** attained through industry advocacy to improve contract and fiscal terms.
- **Secured new country entry and asset acquisitions** in Suriname, Guyana and Colombia.
- **Developed skills training course, achieved 98% attendance rate** for new hires and early career professionals.

Senior Analyst, Commercial – Spring, TX | 2013-2015

Originated insights on market and business development opportunities using economic evaluation, characterization of uncertainties, scenario analysis, and integration of business knowledge and judgment. Results include:

- **\$10 million in earnings projected** for S. America portfolio by negotiating alliances and acquiring three mining leases.

- **Designed new country entry valuation model** under budget and launched 4 weeks ahead of schedule.
- **15% decrease in acquisition costs** by leading a technical team to design and implement asset evaluation and cost prioritization toolkit.

Senior Analyst, Commercial – Lagos, Nigeria | 2008-2013

Developed market and business development insights. Assisted with economic analysis. Coordinated implementation of commercial practices, and procedures. Incorporated environmental management systems. Managed one direct and four indirect reports. Results include:

- **\$400 million injected into the portfolio** and an 18% ROI earned with syndicated bank loans guaranteed with projected cash flows and environmental compliance metrics.
- **\$200 million savings in taxes and levies** secured with regulator's approval of fiscal pricing methodology.
- **\$12 million in profits generated** by monetizing and upgrading environment/safety compliance of a dormant asset.
- **\$500,000 annual revenue increase** from implementing a low carbon solution of diesel replacement with natural gas.

McKinsey & Company, Inc. | Stamford, CT

2006 – 2008

A premier management consulting firm with a global clientele.

Associate Consultant

Provided client solutions to ever-changing business needs. Devised strategies to improve financial and operational health, solve complex business problems, and implement solutions.

- **\$25 million surge in profits** promoted by introducing a specialized supplier consolidation program and optimizing existing supply chain processes for an auto parts OEM.
- **\$20 million increase to subscription sales** of an advisory firm by expanding its online interactive client portal.
- **Guided client consultation** on business process improvements, design and management systems implementation.
- **25% uptick in subscriptions** captured for an online publisher through an effective marketing campaign.
- **10% boost in market share** advanced after successful M&A of a regional insurance agency & major national brand.

EDUCATION

Master of Business Administration

Tuck School of Business, Dartmouth College – New Hampshire

Bachelor of Science

in Chemical Engineering

University of Lagos - Nigeria

PROFESSIONAL DEVELOPMENT

General Leadership Program, ExxonMobil

Member, Association of International Petroleum Negotiators (AIPN)

Member, Society of Petroleum Engineers