

Name: Kristian Nilssen
Position: Senior Advisor
Education: Siviløkonom, Norwegian School of Business and Economics (NHH)

Occupational history

2008 - Partner and Corporate Advisor, Melberg Partners AS
2007 - 2008 BD coordinator, ConocoPhillips Norge
2003 - 2007 Commercial advisor, ConocoPhillips Norge
2001 - 2003 Investment analyst, Phillips Petroleum Company Norway
1999 - 2003 Advisor, Norwegian Oil Taxation Office

Relevant experience

MELBERG PARTNERS AS, Stavanger, 2008 - Present

- Currently - Senior commercial advisor for Cairn Energy in Norway
- BD advisor for Maersk Oil Norway; Advising on growth activities and opportunities. Co-ordinating farm-in and farm-out evaluations.
- Senior Commercial advisor for Maersk Oil Norway; Maersk's negotiator in Polarled establishment. Member of negotiation team for tie-in agreements for Zidane and Johan Sverdrup. Representing Maersk in management and commercial committees.
- Advisor for GDF SUEZ Gas and Commercial department
- BD analyst for GDF SUEZ; economic modelling, strategy, negotiations, transaction models. Evaluating acquisition opportunities; assets and exploration
- Economic modelling and commercial advice on a gas field development for Centrica
- Business development advise and economic evaluations on asset acquisition opportunities for VNG
- Business development advise and economic evaluations on asset acquisition opportunities for Mærsk

CONOCOPHILLIPS Norge, Stavanger, 2007 - 2008

BD Coordinator

- Coordinating BD activities in Norway
- Negotiation lead on transactions
- Portfolio analysis

CONOCOPHILLIPS Norge, Stavanger, 2003 - 2007

Commercial adviser

- Responsible for optimising transportation capacity for COP's Norwegian gas portfolio
- Acted as advisor on structured gas sales
- Responsible for optimising Norwegian gas portfolio short and medium term
- Negotiating numerous short term transactions of gas and capacity

PHILLIPS PETROLEUM COMPANY NORWAY, Stavanger, 2001 - 2003

Investment Analyst

- Misc. investment analysis
- Developing economic models and analysis for merger of Norwegian gas infrastructure
- Running tariff models for operated infrastructure
- Misc. Tax analysis

OIL TAXATION OFFICE, Oslo, 1999-2001

Advisor

- Tax assessments and audits of companies present at NCS
 - Transfer pricing
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Academic background

Master of Science, Siviløkonom, Norwegian School of Business and Administration 1995 - 1999