

Eric GOURMELON
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**1983 Graduate in Economics & Finance from
ESCP (Ecole Supérieure de Commerce de Paris)**

PROFESSIONAL BACKGROUND

From Sept. 2018

EDF International Division – Paris

Project Director – Marketing & Strategy Department

- Functional animation and training of EDF International Division Project Managers and Business Developers
- Drafting and presentation of Country & Projects Strategy papers
- Coordination of EDF R&D Projects conducted in response to EDF International Division requirements

2016 – August 2018

EDF International Division – Paris

Head of Institutional Relations & IFIs Coordinator

- Engagement and coordination with a network of relevant stakeholders in different organizations (Government Ministries, Development Banks, consultancy, business associations...)
- Representation of EDF International in relevant external energy events.
- Coordination of relations with IFIs, involved in the financing of EDF investments in emerging countries.
- Business development activities for project consultancy works undertaken by EDF Units under donors' and MDBs' funding.

2012 - 2015

EDF International Division - Paris

Deputy Director Middle East & North Africa (MENA)

- Business Development activities for IPPs and consultancy works
- Bid preparation and negotiations for IWPPs / IPPS in the KSA, Oman, the UAE, Egypt and Morocco
- Supervision of EDF Offices in Morocco and Abu Dhabi
- EDF representation in external events

2010 - 2011

EDF Finance Division - Paris

EDF Investment Committee (CECEG)

- Projects strategic review and financial analysis prior to EDF Executive Committee and Board Decisions
- Drafting and delivery of summary papers for Investment Committee Members
- Review of approximately 60 projects in different fields: conventional and renewable energy projects, distribution projects, gas projects, located both in and outside of France

2006 - 2009

EDF – International Division – Asia Pacific Branch

Deputy Director EDF South & Southeast Asia Division - Based in Bangkok (Thailand)

- Business Development activities for coal, gas-fired and hydro IPP Projects in South & Southeast Asia, with focus on Laos, Vietnam & India
- Management of international partnerships
- Contribution to the development of the 1,070 MW - Nam Theun2 Hydro BOT Project in Laos.
- Business Development activities for EDF Engineering entities bidding for consultancy works in the region
- Relations with IFIs active in the region: WB, ADB, JBIC, KEXIM, AFD....
- Coordination and supervision of EDF Representative Offices in Hanoi, New Delhi and Vientiane.
- EDF representation in external events

2002 – 2006

EDF Commerce Division – Small & Medium Enterprises – Vannes (France)

Director of a commercial unit in charge of Sales to Industries for Brittany & Normandy regions

- Electricity and Gas Sales & Customer Management activities for industrial and tertiary markets
- Management of a 150 people unit, including organization, management and control of the activities of the Unit in changing market and organizational environments

1998 – 2001

EDF – Projects Division (DGP) – partly based in Hanoi (Vietnam) / Paris

Project Director for the 715 MW Phu My 2 – 2 BOT (Build Operate Transfer) Project.

- 400 M. USD Gas fired Combined Cycle Plant developed under an International Competitive Bidding process, currently in operation in Vung Tau (Vietnam).
- Lead Sponsor (56%) representative for the French – Japanese Development Consortium (EDF – SUMITOMO – TEPCO)
- Overall Project Management, management of international development and consultancy teams
- Bid preparation coordination, Project Agreements (PPA, GSA, LLA, Investment License.....) negotiation and execution, Project Company (SPV) setup in Vietnam (MECO Ltd)

1992 – 1997

EDF – International Division – Asia Branch – Based in Paris, with frequent short term missions in Asia (Vietnam, Thailand, Laos, Cambodia, the Philippines, Japan)

Southeast Asia Area Manager

- Sales of engineering consulting services to Asian Power Utilities under French Government and Multilateral (World Bank, Asian Development Bank....) financing.
- Preliminary development activities for IPP Projects.

1984 – 1989

EDF - Distribution Division

- **Various positions in different EDF Distribution Units**

LANGUAGES

- French: native
- English: speaking and writing fluency