

## Davide Cirelli

[cirelli.davide@gmail.com](mailto:cirelli.davide@gmail.com) / [davide.cirelli@mailhec.edu](mailto:davide.cirelli@mailhec.edu)  
<https://www.linkedin.com/in/davide-cirelli-he-him-5475a52/>

Italian/European +39 3479674233

*Energy transition strategy & internationalization passionate with solid financial background;  
proven O&G ops track record with growing P&L and portfolio asset management responsibilities;  
decarbonization and sustainability driven Chairman and Board Member; culture explorer polyglot.*

### PROFESSIONAL EXPERIENCE

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#### **SNAM SPA**

**ITALY, INDIA, CHINA**

Leading global midstream energy transition & gas infrastructure player; largest European TSO

2019 - Present

#### **Area Manager Asia, Chairman and CEO of Snam China & Snam India (2022 - Present)**

- Set up industrial partnerships on sustainable energy infra, green hydrogen and ammonia, biomethane and CCUS
- Implement the full company portfolio energy transition and decarbonization strategy in China and India
- Scout for >300M€ investments in midstream assets such as gas pipelines, LNG terminals, FSRUs and liquefaction

#### **Chairman and CEO of Snam India (2021 - Present)**

- Set up industrial partnerships on sustainable energy infra, green hydrogen and ammonia, biomethane and CCUS
- Set up of Snam presence in India with related full P&L responsibilities
- Scout for >300M€ investments in midstream assets such as gas pipelines, LNG terminals, FSRUs and liquefaction

#### **Head of Business Development & Strategy, Global Solutions Business Unit (2019 - 2021)**

- Acquired >20M€ service contracts related to Hydrogen, biogas, EPCM, O&M
- Expanded Snam business to min. 3 new markets and define strategy to triple EBITDA outside EU
- Scouted for >100M€ investments in gas pipelines, LNG terminals, FSRUs and liquefaction

#### **TOTALENERGIES SA**

**FRANCE**

French leading global energy player

2016 - 2019

#### **Head of Business Development, Strategy and Growth, Americas Region, E&P Division (2017 - 2019)**

- Conducted economic and sustainability optimization for 40+ assets in North, Central and S. America Region
- Acquisition of Maersk Oil: merging of Maersk assets in USA and Brazil, definition of PPA (purchase price allocation to existing assets to maximize NPV) and cost reduction/decarbonization plan exceeded (40M\$ vs target 30M\$)

#### **Head of Business Development, Strategy and Growth, MENA Region, E&P Division (2016 - 2017)**

- Conducted economic and sustainability optimization for 60+ assets in Middle East and North Africa Region
- Lead negotiator of Total-Sonatrach "accord global" deal (largest deal since Algeria's independence): joint dev of Timimoun and TFT blocks (overall value of the deal >2B\$) + termination of existing legal arbitration

#### **ENI-SAIPEM SPA**

**LIBYA, TURKEY, VENEZUELA, PNG, MALAYSIA**

Italian leading global energy player and E&C corporation

2008 - 2016

#### **Vice Country Manager & MD, Salico Ltd - Libya (2015 - 2016)**

- SALICO is a Saipem Group E&C company: 100+ active employees in Tripoli, Mellitah & offshore
- Definition & implementation of "remote control plan" to run ops from safe areas: platforms (Libyan waters), Mellitah landfall, Malta. Achieved target of zero expats in continental Libya without major impacts on ops

#### **Project CFO TSGI-STAR Aegean Refinery & Saipem Services Country Manager - Turkey (2014 - 2015)**

- TSGI MI (JOA with TR, Saipem, GS) is the EPC contractor for STAR refinery: approx. value 4BUSD, 10Mt/y
- Managed all TSGI MI service departments + Saipem drilling in Turkey

#### **Country CFO & Business Develop. Manager, Servizi Energia Italia (SEI) - Venezuela (2012 - 2014)**

- Minimize P&L impact of VEF denominated revenues further to collapse of FX VEF-USD + hyperinflation: signed an agreement with PDVSA to link USD pay outs to time delay and FX pre-agreed bandwidths

#### **Administration, Finance and Control Manager, Saipem PNG - Papua New Guinea (2010 - 2012)**

- ExxonMobil PNG LNG 1 bln USD EPC contract: offshore pipeline, x2 shore approaches, on shore work
- Led full set up of Saipem presence in PNG: company registration, tax numbers' application, bank accounts/credit lines, Custom and Quarantine permits/licenses to operate & import assets & vessels

#### **Analyst/Assistant to the APAC CFO, Saipem Asia - Malaysia (2008 - 2010)**

- Consolidated IAS and IFRS reporting to Corporate Office for APAC branches; S.O.A. and 262 compliance

#### **GRAMEEN BANK (INTERNSHIP)**

**BANGLADESH**

Pioneer microcredit organization in the world and 1997 Nobel Prize Graduate

2008

- Analyst at Grameen Bank HQ in Dhaka: joined microcredit team under Prof. Yunus, founder of Grameen Bank

#### **EDUCATION**

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##### **Executive MBA - HEC PARIS, France**

2022 - 2024

- Global Executive MBA\* - Paris (France), Doha (Qatar) and Riyadh (KSA)

- NYU Stern "Be a successful board member" specialization

2023 - 2024

- HKUST Business School "Climate Action Solutions for a Changing Planet" GNAM\*\* course

2024

- Yale SoM "Natural Capital: Risks and Opportunities in Global Resource Systems" GNAM\*\* course

2023

##### **Executive Talent Dev. Course- SDA BOCCONI, Italy**

2020 - 2021

Semester course for high potential resources (HPR) sponsored by Snam SpA on Inspiring & Executing Leadership

##### **Master in Economics - CATHOLIC UNIV. & TSINGHUA UNIV., Italy & China**

2005 - 2008

Exchange program with Tsinghua University SEM in Beijing: The "The ACU and the Asian Monetary Union"

##### **Bachelor in Financial Economics and Trade - CATHOLIC UNIVERSITY, Italy**

2002 - 2005

"Erasmus" Exchange Program at Vaxjo University (Sweden 2004-5)

#### **BOARD MEMBERSHIP POSITIONS**

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- China Italy Chamber of Commerce: Advisory Council Member (Beijing, elected)

2023 - Present

- EU-China Chamber of Commerce: Member of the Board of Advisors (Beijing, appointed)

2022 - Present

- Snam China Chairman and Director of the Board

2022 - Present

- Snam India Chairman and Director of the Board

2021 - Present

- AICCA: Founder, President and Advisory Board Member (Milan based nonprofit, elected)

2018 - Present

#### **LANGUAGES, TECHNOLOGY, LEISURE & OTHER**

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**Languages:** Italian Native - Spanish, English, French Fluent - Chinese Intermediate

**ESG:** Co-Founder and President of AICCA ONLUS, 2009 nonprofit Italian congenital heart defects association

**Start ups:** Co-Founder, Angel Investor and Seed Investor in multiple new ventures in the EU and USA

**Travel & Leisure:** been to >150 countries, Skiing and Golf

**Member of MENSA:** non-profit society open to individuals scoring above 98th percentile in IQ test

\*Triple #1 FT Global EMBA Ranking 2021 at admission date (<https://rankings.ft.com/rankings/2863/emba-2021>)

\*\*Global Network for Advanced Management annual program by Yale SoM (School of Management)