

Chief Executive Officer (Oil & Gas Engineering Company)

Ability to integrate into the company

Situation: In seeking new business opportunities, the focus turned to a State Petroleum Company that had limited contact with non Communist oil and gas skills, funding and technologies.

Action: I arranged for the Head of VietSov Petro, Ho Si Thuan, to visit the U.S. to meet the major oil and gas companies in New York, Texas and California and U.S. Government representatives in Washington at a time when the United States and Vietnam did not have diplomatic relations, following which I finalized the Minutes to be presented to the Council of Ministers in Vietnam.

Impact on the business / bottom line

Asked to visit Vietnam to meet the Prime Minister, Vo Van Kiat, and arrange for the first commercial contract to be awarded to a western company, an offshore loading facility (the Washington visit also, importantly, opened the door for General Vessey to begin the process of reconciliation with respect to U.S. servicemen missing in action in Vietnam and, subsequently, the renewal of diplomatic relations).

Overall contribution / achievement of objectives

By intervening at senior Government levels in a Communist country and the United States, and with western energy companies, I arranged for critical meetings that unlocked a diplomatic impasse, an action that was recognized by the award of a project which became the first commercial contract signed with a western company and opened the door to additional new business in the Vietnam.

Working style

Charles was very understanding and insightful, always helpful and, yet, persistently guiding the team towards mutually beneficial goals.

Leadership / people management skills

Charles became successful by solving problems for others, and in this way, adding value to them and their lives. He identified opportunities in every problem, and by solving our problems created the foundation for our mutual success.

Any other comments about the executive

The impact of Charles's 'big picture' understanding and sensitivity resulted in extraordinary international benefits to our country, and we truly appreciate all that he has done for us.

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