

European Curriculum Vitae Form

Personal data:

Name and surname: SEKULIĆ GORDANA
Address: Susedgradska 5, 10000 Zagreb, Croatia
Phone no. 3039 344 / 098 474 725
E-mail gordana.sekulic@janaf.hr

Nationality: Croatian

Date and place of birth : 6 April 1953, Split, Republic of Croatia

Work experience:

Date: 1999

Employer's name and address: Jadranski naftovod d.d. Miramarska cesta 24, Zagreb,
Type of business or sector: Crude oil transport, and storage of oil and derivatives
Occupation or job position: Director of Strategic Development and Planning (since 2005)

Main activities and responsibilities:

- Strategic planning and analyses related to preparation of plans; marketing analyses; analyses related to economics of transport, storage and consumption of oil / derivatives;
- Leading and/or participation in preparation of numerous feasibility studies related to transport and storage of oil and oil derivatives, some of which are international
- Participation in preparation of analyses and proposing of measures, projects and other in relation to energy sector in Croatia, particularly oil sector;
- Participation in preparation of international crude transport projects Druzba Adria and PEOP (member of Board of Directors of PEOP PDC Plc. 2008-2010);
- Participation in analyses and creation of legislative framework and regulations for open energy market;
- Participation in analyses and creation of enterprise development and operational policy;
- Preparation of presentations and papers on international conferences and those in Croatia;
- Leading/coordination of expert teams for preparation of JANAF's development plans and projects, transport tariff, considerations of JANAF's privatisation, preparation of electricity supply contracts and contracts on network use;
- Cooperation with the Ministry of Economy, Croatian Energy Regulatory Agency and Agency for Compulsory Stocks on various issues: energy strategy, tariffs, storage projects and other energy projects (Druzba Adria and PEOP);
- Participation in working groups engaged in EU accession negotiations: Chapter 15 – Energy and Chapter 21 – Trans European Network (TEN)
- Participation in the work of international Working Group for trade and transit of the Energy Treaty Secretariat in

Brussels (2000-2009) as a representative of Ministry of Economy, Labour and Entrepreneurship.

Date: **1993-1999**
Employer's name and address: **Ministry of Economy**, Ulica grada Vukovara 78, Zagreb
Type of business or sector: Energy and Mining Department
Occupation or job position: Senior adviser for oil and gas
Main activities and responsibilities: - Analyses, proposals, opinions in relation to oil and gas sector; state policy in energy sector, energy strategy and programs, energy balance, economic policy measures; cooperation with domestic and international companies in oil and gas sector as well as Croatian and international institutions (participation in working group for gas UN ECE, Energy Treaty, EU, Energy Institute 'Hrvoje Požar', Ministries and other), coordinator of the Ministry's project 'Development and Organisation of the Croatian Energy Sector' (PROHES); member of Government's committee for deciding on continuation of construction of Thermal Plant Plomin 2.

Date: **1984-1993**
Employer's name and address: **INA-Industrija nafte**, Ulica grada Vukovara 78, Zagreb
Type of business or sector: INA- Research & Development
Occupation or job position: Researcher – organiser
Main activities and responsibilities: - Development and strategic planning and analyses, projects; marketing planning and analyses; analyses and research in the area of oil and gas business economics (prices, market, investments, projects); energy and economic policy; preparation of feasibility studies (domestic and international); leader of scientific-research project 'Scientific basis of mid-term and long-term development of INA'.

Date: **1975-1984**
Employer's name and address: **Institute for Social Planning of Republic of Croatia**, Strossmayer trg 9, Zagreb
Type of business or sector: Industry Sector
Occupation or job position: Adviser for oil and gas
Main activities and responsibilities: - Oil and gas in state energy policy, economic policy, energy strategies and programs, energy balance, state policy measures; economic analyses of oil and gas sector, cooperation with companies engaged in oil & gas sector, Economic Institute, Institute for Electricity and Energy

Education and training

Education	<p>1993 Doctor's degree in economics, Faculty of Economics Zagreb; theme: Strategic planning in terms of globalisation of national oil industry</p> <p>1979 Master's degree in economics, Faculty of Economics, Zagreb; theme: Economic possibilities for oil and derivatives production and consumption in Croatia</p> <p>1975 – graduated from the Faculty of Economics, Zagreb</p>
Other trainings	<p>UNECE Gas Centre, two courses “Modelling of gas price elements in countries in transition”, Amsterdam</p> <p>UN training course on Project Investment, Budapest</p> <p>“Energy Trading and Risk Management in Oil Markets with specific focus on logistics, PVM Academy, Vienna</p> <p>OMV's course on oil business, Semmering</p> <p>Strategic planning and management, two courses, business school Brdo kod Kranja</p> <p>Petroleum Studies, three courses: Energy forecasting, Oil economics, Oxford</p> <p>Special training for strategic planning, Shell International, London</p>
Mother tongue	Croatia
Other languages	English: reading, writing, speaking - excellent
ORGANISATIONAL SKILLS	<p>Coordinated a number of activities (team for cooperation with adviser for privatisation of JANAF, pricing team, team for strategic and development plans, international projects Druzba Adria and PEOP, contracts with HEP, etc., marketing studies and several larger scientific-professional projects</p> <p>I have gained leadership skills through my work experience in two oil companies and two government institutions, and education on postgraduate and doctorate studies and specialised training courses, workshops, reading, etc.</p> <p>I have good communication with the management and my collaborators.</p>
Technical skills:	<p>programmes: Microsoft Word, Excell, Power point, special programmes for feasibility studies and calculations COMFAR – UN and SIP – KIM Projects</p>
Driving license:	Yes.