**Nick Pye**

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Professional summary

A senior executive with a successful track record of building sales and profit across a wide range of businesses in the Oil and Gas sector, based on deep technical mastery of the industry, a strategic focus on transforming businesses to meet changing market and customer needs, and excellence in execution. Experienced across a wide spectrum of organizations from large multi-nationals to large privately owned enterprises and smaller Private Equity backed businesses, covering Manufacturing Operations, Trading, Risk Management, Commercial Operations and Chief Executive roles. Now looking to the future to bring his experience to bear in a leadership role in a fast-growing and dynamic new business.

Work history

Chief Executive Officer, 09/2015 – 06/2020

Coryton Advanced Fuels Ltd – Stanford-Le-Hope, Essex

* Led growth of Coryton Advanced Fuels following its acquisition by Horizon Capital in 2015.
* Built operating platform of Company from 24 to 54 staff with new offices in Germany and South Korea, cultivating a performance culture through empowerment and mentoring of senior team.
* More than doubled production capacity through selective capex investments and rigorous process optimisation.
* Developed and strengthened productive relationships with industry partners, including Daimler, Rolls-Royce, BP and Bosch to drive engagement and revenue stream development. Grew revenues from £10M to over £21M in 4 years.
* Redefined Company strategy, leveraging our world-class technical expertise to target high margin, forward looking business streams including low carbon sustainable fuels.
* Delivered EBITDA increase from £2.1M in 2016 to run rate (pre-COVID) of £4.4M in 2020.

Non-Executive Director, 05/2015 – Current

Minexia Ltd – London

* Non-Executive Director of Minexia Ltd (originally Frontier Stream Commodities), a start up investment platform / fund specialising in the financing of junior mining, fintech and greentech organisations.
* I advise on commercial, strategic and risk management elements of the Company, drive extension of the platform to new fintech and greentech companies, and act as Chair of the Remuneration Committee.

Executive Vice-President, 04/2013 – 07/2014

HCS Group – Leatherhead, Surrey

* Executive Committee member of the newly formed HCS Group reporting directly to the CEO.
* Responsible for Tailored Refinery Products business segment of Group comprising 4 separate businesses across 3 manufacturing sites, with sales turnover around €500M and gross profit approaching €55M p.a.
* Drove delivery of €4M p.a. post-merger synergies.
* Implemented new commercial strategy for Gas-Liquids and Aromatic solvents businesses delivering 25% gross margin improvement.

Commercial Director, 05/2012 – 04/2013

Petrochem Carless Ltd – Leatherhead, Surrey

* Led Commercial Organisation of 25 people to deliver sales of over £400M p.a.
* Carefully analysed customer and market insights and implemented robust risk management practices to improve sustained profitability by 15%.
* Closed down underperforming business line and redeployed resources into high growth businesses.
* Secured EU Monopolies and Mergers Commission approval for the acquisition of Petrochem Carless by Haltermann through intensive negotiations in Brussels.

Refinery Trading Manager, 11/2005 – 05/2012

Ineos Refining / PetroIneos – London

* Transferred to Ineos Refining following acquisition of BP Chemicals by Ineos.
* Built refining asset trading team of 12 traders and asset economists to deliver optimisation P&L target in excess of $150M p.a.
* Maximised profits through optimising crude oil purchases (~100M barrels/yr), product exports and refinery operating plans, managing enterprise price risk, and monetising optionality available in the asset base by trading in international bulk, inland wholesale markets and derivative instruments.
* Leveraged extensive risk management, trading and refinery optimisation background to drive profit growth, including extensive refinery margin hedging activity ($100M+ margin hedge upside in 2009).
* Led operational delivery of innovative JV with Morgan Stanley, including extensive negotiation of contract/profit-sharing arrangement and building effective relationships of trust with Morgan Stanley senior team.
* Formed new Petroineos trading team by integrating Ineos and Petrochina trading teams following acquisition of 50% of Ineos Refining business by Petrochina.

Aromatics Market Manager, 07/1997 – 10/2005

BP – London

* Petrochemicals Supply Manager for BP Chemical's European Aromatics business.
* Built a trading and supply book around BP's Aromatics asset base, optimising manufacturing assets' gross margins, managing product flows and the significant pricing exposure of the portfolio.
* Key focus on contract price risk management, time spread trading and cross-product spread trading. Grew book from zero to $20M p.a. profits in 2 years.
* Previous BP roles in Risk Management in BP's Integrated Supply and Trading Business, and as Chemical Process Engineer at BP's Grangemouth Refinery.
* Member of BP's Fast Track programme

Skills

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| * Inspiring leadership capabilities * Exceptional communicator * Stakeholder Management * Business development | * Operational leadership * Strategic planning * Coaching and mentoring * Sustainability leadership |

Education

Master of Science : Chemical Engineering, 06/1997

University of Cambridge - Cambridge

* Graduated with 1st Class Honours degree

Manchester Grammar School - Manchester

Additional information

Qualified football Coach to FA Level 1, FA Futsal Lv 1, Youth Module 1 Oct 2012 - Oct 2017  
I achieve work/life balance by investing considerable time and effort in helping my son fulfil his academic and sporting potential. Helping him reach County standard in cricket and tennis, as well as academy football, whilst getting into a prestigious school for his academic and sports prowess is one of the things I am most proud of.

Fluent French speaker

IAM Advanced Driver