

# Samer J. Mosis

## Summary of Qualifications

- Authoritative expertise in global energy systems, with a special focus on gas and power, energy policy, commercial market strategy, and Middle Eastern economic and financial markets
- Demonstrated presentation excellence across principle and c-suite briefings, conferences, and digital media, including for the United Nations, State Department, Department of the Treasury, Department of Defense and numerous IOCs/NOCs
- Successful project and process manager, leading high-value initiatives with global stakeholders from concept to delivery
- Formal training in finance, with a focus on macroeconomics and its implication on energy markets
- Widely published and cited in the fields of energy and economics in academia and leading press
- Fluent in Arabic and English; Professional proficiency in SQL, STATA, SPSS, Tableau, Haver, Bloomberg

## Selected Experience

### S&P Global Platts

2016 – Present

**TEAM LEAD, EMEA LNG - London, UK**  
**SENIOR PRICING ANALYST - Houston, USA**

- Lead a global team of analysts and related portfolio of research focusing on gas and power markets across Europe, the Russian Arctic, Africa, the Middle East, and the Eastern Mediterranean for one of the finance and energy industry's premier research companies
- Manage and mentor junior and senior analysts, including conducting performance reviews and ensuring career development
- Proactively initiate, expand, and maintain engagement with existing and potential clients as well as key industry leaders including the US State and Treasury Departments, Oxford Institute, the UN and numerous IOCs and NOCs
- Regularly convey findings of substantive and technical issues, including sanctions policy impact assessments, to a professional and non-professional audience, including formal industry presentations and trainings
- Produce regular, timely and targeted written and verbal analysis on energy market drivers, actively incorporating macroeconomic, regulatory, financial, and geopolitical factors into base and alternative case scenarios
- Lead impact assessment of U.S. economic sanctions programs on global energy and financial markets, with a focus on Russia and Iran, including assessing policy impact on investments and market flows
- Oversee the development of bottom-up quantitative models forecasting fundamentals of gas and LNG markets
- Led the development of TradeVision, a flagship S&P Global Platts initiative digitizing financial commodity trading management; scoped TradeVision's initial design, identifying and engaging with internal and external stakeholders, navigating bottlenecks, and successfully securing buy-in from supermajors and S&P Global corporate leadership

### The Lafayette Group

2014 – 2016

**CONSULTANT, MIDDLE EAST ENERGY AND ECONOMICS – Washington D.C, USA**

- Regularly briefed energy industry executives on pressing topics to inform C-suite decision making
- Audited and investigated production and partnership trends in OPEC downstream markets
- Assessed joint-venture opportunities for a multinational firm with over 28% market share in the petrochemical market
- Led an open source investigation into the Islamic State's oil-related assets, assessing the group's capture and control strategies; compiled findings into memoranda for a European country's Ministry of Foreign Affairs
- Mapped Saudi, Omani, and Bahraini energy and political stakeholder structures for white papers providing a multinational petrochemical corporation with an understanding of decision-making in the GCC

- Developed financial models forecasting foreign reserve and solvency indicators for MENA nations
- Prepared briefing documents and policy memoranda on MENA energy policy for senior Treasury officials
- Produced mitigation options for de-risking in North Africa, GCC subsidy reform, and Libyan oil production trends
- Monitored developments in Libya's financial and energy sector, produced briefing documents for Treasury leadership on Libya's oil exports, currency performance and sovereign wealth fund leadership

### **Selected Publications**

#### ***Financial Markets of the Arab Gulf: Power, Politics and Money (Routledge, 2018)***

*By assessing the development of institutions like the Abu Dhabi Investment Authority, the Saudi Arabian Monetary Authority, the Public Investment Fund and the National Bank of Kuwait, The Financial Markets of the Arab Gulf evaluates the growth of the financial markets in the region, providing a detailed, critical, snapshot of their current form and function. Along with critically surveying these institutions and their role in global finance, the book also presents case studies depicting transactions typical to the region, including the highly profitable documentary credits of commercial banks, the financial scandal of certain financiers and their regulatory arbitrage between Bahrain and Saudi Arabia, a review of the Dubai's trade miracle, and an assessment of the value and importance of the privatization of Saudi Aramco.*

- Book published in 2018, co-authored with Middle East expert Dr. J.F. Seznec
- Book launch and tour included sessions at the IMF, Atlantic Council, Middle East Institute, and Johns Hopkins
- Currently featured in numerous collegiate syllabi and positively reviewed in multiple academic journals

#### ***Other publicly published work***

- [“Navigating the Energy Transition: How Gulf NOCs Can Weigh in on the Climate Crisis”](#), Gulf International Forum, Dec 2020
- [“Populism in retreat? Energy liberalization and reform in Saudi Arabia”](#), *The SAIS Review of I.A.*, Jun 2017
- [“What will it take to push Iran and Saudi Arabia to talk?”](#), *The Lobe Log*, Mar 2016 (with Dr. J.F. Seznec)
- [“The Zohr gas field: a boon for Egypt”](#), *The Middle East Institute*, Sep 2015 (with Dr. J.F. Seznec)
- [“Libya's conflict targets oil infrastructure, threatening prospects for stability”](#), SGA White Paper, Feb 2015

### **Education**

#### **Johns Hopkins University**

*School of Advanced International Studies (SAIS), MA in International Economics*

- **Cumulative GPA: 3.91, Graduated *Summa cum Laude***

#### **American University in Cairo**

*BA, Political Science Honors Program*

- **Major GPA: 3.97, Cumulative GPA: 3.89, Graduated *Summa cum Laude***

### **Contact Information**

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