

BRIAN SPECTOR

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EXECUTIVE-LEVEL LEADERSHIP

Trading and Origination Management / Executive Leadership / Consulting / Business Development Strategy / Restructuring / Strategic Planning and Vision / Acquisition Due Diligence / Digital Innovation Strategist / Practice Management / Team Building

SKILLS

- Strategic Planning & Execution
- Trading & Origination
- Risk Management
- Corporate Development
- Business Development
- Digital Transformation
- Business Management
- Business Acumen
- Management Consulting
- Special Situations
- Distressed M&A
- Cash Flow Model Development
- Restructuring
- Acquisition Integration
- Mergers & Acquisitions
- Culture Carrier

PROFESSIONAL EXPERIENCE

Sirius Solutions LLLP

2017-present

Chief Development Officer, Houston TX

Sirius Solutions is a management consulting with a strong focus on delivering performance improvement value to its clients. Founded in 1998, Sirius has grown to 350 consultants focused on a variety of industries.

- Member of executive leadership team charged with growing the business organically and through acquisitions.
- Recent key focus during COVID-19 on helping companies manage through challenging environment, including covenant mapping, automated bankruptcy reporting, asset valuations, liquidation and wind downs.
- Oversaw the development of business plans that included target markets, target solutions and revenue plans for Sirius' eight practice areas: Transaction Services, Technology, Human Capital, Innovation, Regulatory and Compliance, Financial Operations and Supply Chain.
- Personally delivered \$10.2 million in newly originated engagements including complete migration of production, accounting and land data for multiple private equity backed start-up E&Ps, providing business process outsourcing for a variety of energy clients, transition services agreement creation for multiple private equity backed carveouts, risk management and trading development for US major, and software selections and implementations in upstream, midstream and oil field services.
- Led Sirius' development of workflow and automation software in the Upstream Land, Medical, and SOX solutions, including engaging offshore resources in both software development and business processes.
- Oversight of Sirius' merger and acquisition strategy. Led acquisition team for a \$5 million acquisition of a corporate real estate services company as well as an \$18 million professional services firm. Developed keen understanding of target company financials and how they run their business to enable seamless integration.
- Led Sirius' Alliance strategy. Negotiated and closed alliances with a wide variety of software and platform companies including Quorum, P2, Waterfield, Grooper, DocVue, OpenInvoice and others.

Energy Risk Consultant**2016**

- Provided financial hedging and physical marketing advice to multiple medium-sized E&Ps, consumers, utilities, refiners and pipelines.
- Retained by multiple start-up E&Ps to help screen and negotiate with private equity firms and lenders.

BP North America Gas and Power, Inc**2005-2015**Managing Director, US Producers & NGLs, Houston, TX

2010-2015

Overall responsibility for commercial relationships with the US E&P and Midstream space for BP's merchant energy marketing and trading business – the largest financial and physical player in the market. Specific details:

- Directly covered top 50 E&Ps, Pipelines, and Midstream companies delivering over \$45 million of margin in an extremely tough market environment.
- Overall responsibility for BP's complex options origination business, delivering \$15 million of margin across multiple commodities.
- Worked closely with trading teams to ensure business stability.
- Expertise in marketing all varieties of financial products to financial and physical customers in the oil, gas, and NGL spaces. Managed teams of up to 10 people.
- Named to BP's Extended Leadership Team

Managing Director, Financial Sponsors, Houston, TX

2005-2009

Built BP's structured products origination business focused on the Private Equity, Hedge Fund and banking spaces. Specific accomplishments:

- Launched Financial Sponsors as a new business line within BP
- Conceptualized, designed and marketed alternative credit structures such as *pari passu* first liens, commodity-linked finance, and prepaid swaps.
- Closed 100+ deals with E&P companies, electric utilities, and midstream companies, delivering over \$108 million of margin during my tenure. Since inception this business has generated over \$440 million of margin.

ACN Energy, Inc. (since purchased by Just Energy)**2003-2004**Managing Director, Energy, Houston, TX, Farmington Hills, MI

Responsible for originating supply for this national retail electric and gas marketer. Second employee hired in a complete revamp of their energy business.

Enron, Inc.**1996 - 2001**

Enron Broadband Services, Inc.

Director, Wholesale Origination, Houston, TX

2000 - 2001

Senior level business development responsibilities included seeking and engaging in large structured transactions involving broadband commodities. Member of leadership team charged with building the business from scratch in 2000 and then scaling it back dramatically in 2001. Managed 15 originators tasked with developing structured opportunities in the broadband sector.

Enron North America, Inc.

Manager, Coal Trading, Houston, TX 1998 – 1999

Associate, Coal Trading, Houston, TX 1997

Founding member of Enron's coal group. Sales and marketing responsibilities included product development, origination, and risk management.

- Closed 30+ transactions, generating over \$13 million of gross margin.
- Created and marketed the industry's first Btu deal structures.

Enron Capital & Trade Resources, Inc.

Associate, Houston, TX 1996

- Assisted in creating Enron's SO₂ Allowance trading business.
- Traded natural gas on the cash desk.
- Formulated strategies for sale of Enron electric compression technology. Responsible for gas and electric pricing.

Pace Consultants, Inc. 1988 - 1995

Consultant, Houston, TX

Technical consulting to the refining, petrochemical and coal industries.

- Developed economic analyses and forecasts for petroleum products, petrochemicals, natural gas, coal, steel, aluminum, and industrial chemicals.
- Major projects completed include industry-wide supply/demand/price forecasts, due diligence, strategic planning, and expert-witness testimony.

Rice University, Houston, TX 2010-present

Adjunct Professor, Houston, TX

EDUCATION

MBA, Finance, Rice University, Houston, TX, 1996
Lochridge Scholarship Winner

B.A., Economics and English, Rice University, Houston, TX, 1988
National Merit Scholar

OTHER

Adjunct Professor, Rice University
Humanities Advisory Board, Rice University
MBA Council of Houston, Founder and emeritus member of Board of Directors