

JULIA JANETTE ALVES

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Senior Lawyer & Business Negotiator

CAREER PROFILE

- 17+ years experienced lawyer & negotiator with in-depth understanding of business development
- Polyglot, with international & multicultural experience
- Skilled to lead sizeable energy transactions dealing with governments & private stakeholders
- Proficient to managing a team, fostering cohesion & high delivery standards

PROFESSIONAL EXPERIENCE

2023 – Sept. 2025

TOTALENERGIES (Buenos Aires, Argentina)

Director of Business Development

Directed 4 teams comprising 14 individuals, guiding economy and strategy, JV management, crude oil and LPG sales, and renewable energy opportunities, optimizing resource allocation and team performance.

Recommended the strategy for all the company's assets and projects based on analysis of the legal framework, market analysis and economic valuation.

Effectively achieved the license extension for 2 blocks and sale of 1 block with stakes worth over 200 M\$USD in Tierra del Fuego.

Lead the strategy, internal approval and engagement plan with authorities for the licence extension of 2 blocks in Neuquen, worth over 500 M\$USD.

Coordinated the internal exercises (long-term plan, strategic committee) and contributed to the financial exercises (annual budget, performance committee).

Defined the commercial strategy for the sales of crude oil and LPG, resulting in an increase of the clients' portfolio and sales volume.

Collaborated in the implementation of 2 renewable energies projects, wind and solar farms.

Represented the company in industry committees.

2021 – 2023

TOTALENERGIES (Paris, France)

New Business Negotiator

Directed multi-disciplinary teams in the sale and acquisition of several oil & gas assets, fostering timely and high-quality delivery.

Successfully completed the divestment in 5 blocks in Papua New Guinea, Lebanon, Kurdistan, Yemen and Angola.

Coordinated the evaluation of the opportunities, including economic valuation, technical assessment and due diligence.

Defined and handled the engagement with stakeholders and the internal approval process up to the Executive Committee.

2016 – 2021

TOTALENERGIES (Luanda, Angola)

Senior Legal Counsel for New Business & Operated Assets

Lead a team of 3 lawyers, providing support to 7 operated Blocks in all matters, mainly oil & gas agreements, JV management, cost recovery/tax benefits, legal compliance and HSE regulations.

Handled the negotiation of key New Business transactions, dealing with authorities and partners: Block 17 license extension, equity acquisition in New Gas Consortium, divestment in Blocks 20-21 and 48.

Managed the legal project of reviewing 5 Oil & Gas regulations, liaising with the State and industry players.

In charge of Corporate Law & Governance of the company's 15 subsidiaries.

- 2014 – 2016 **TOTALENERGIES (Pau, France)**
Counsel for Operational Contracts
 Drafted and negotiated operational contracts for key projects worldwide: (i) EPC (Engineering, Procurement and Construction), (ii) drilling and related services, (iii) seismic (data processing, Master Licence Agreements), (iv) Research & Development (study agreements, joint industry projects).
 Successfully represented the company in managing the claims re the EPC contract related to the Angola LNG plant.
- 2007 – 2014 **TOTALENERGIES (Luanda, Angola)**
 Advised all activities of the company and prepared the relevant agreements: oil and gas, JV management, operational contracts, tax and foreign exchange, labour law.
Senior Legal Counsel for Operational Contracts & Gas (2013 – 2014)
Senior Legal Counsel for Non-operated Assets (2011 – 2013)
Legal Counsel (2007 – 2011)
- 2006 – 2007 **PRICEWATERHOUSECOOPERS (Luanda, Angola)**
Legal Advisor
 Advised clients on several sectors of activity. Incorporated companies and branches in Angola. Handled the approval process for private investment projects.

SKILLS

Expertise	Legal	Business	Languages
Oil & Gas Law & Contracts	Commercial Contracts	Strategy	Portuguese (Native)
Mergers & Acquisitions	Contract Law	Benchmarking	French (Fluent)
Joint Ventures	Corporate Law & Governance	Marketing Analysis	English (Fluent)
Negotiation	Due Diligence	Knowledge of Financial Analysis & Economic Modelling	Spanish (Advanced)
Stakeholder Engagement	Risk Assessment & Management		
	Legal Compliance & Regulatory Knowledge		
	Project Management		

EDUCATION AND TRAINING

- **Master in Law** – Faculty of Law of the University of Lisbon (Lisbon, Portugal) – 1998 / 2006
- **Internship (*on-the-job training*)** – Orrick, Herrington & Sutcliff, LLP (New York, USA) – 2009 / 2010
- **Continuing Education:**
 - Leadership:
 - *Impact & Executive presence; Playing a bigger game in a changing world* (Diafora) – Sept. 2023 & 2024
 - *Business Skills Leadership Development Programme* (Boston, France) – Dec. 2019
 - *Leadership Excellence Acceleration Program (LEAP) 1* (TotalEnergies, France) – Nov. 2015
 - Negotiation:
 - *New Business Negotiation* (Halifax Consulting) – March 2022
 - *Effective Negotiation in an International Environment* (TotalEnergies, France) – Dec. 2014
 - *Negotiation and Argumentation* (HEC Paris, France) – Nov. 2011
 - Economics, finance:
 - *Economic Practices* (TotalEnergies, France) – Sept. 2021
 - *Financial aspects of E&P* (TotalEnergies, France) – Sept. 2015
 - Crisis management:
 - *Crisis Communication and Management* (Burson Marsteller, France) – March 2016