Inspiring Women in LNG

Discover their stories
Why this initiative?

GIIGNL introduces a collection of portraits of Inspiring Women leaders who contribute to advance the LNG industry.

At a time when the need for new and varied talents is great, building a diverse and inclusive environment which helps to attract and retain female leaders is key for any organization. Despite this, 3 employees out of 4 in the natural gas industry are men and the percentage of women declines at every stage of career development.

As a leading international association focused on enhancing efficiency, safety and sustainability of LNG activities, it is natural for GIIGNL to raise awareness about this issue and to highlight the importance of gender diversity in order to improve business performance, drive growth and build more equitable organizations.

Our objective is to increase the visibility of women's contribution to the LNG success story. We also aim to promote role models which will inspire future LNG leaders and serve as guiding stars to navigate the LNG sector.

We wish you an enjoyable and informative read.

Yours sincerely,

Vincent Demoury
General Delegate, GIIGNL

*Source: IEU research report “Delivering on talent”, June 2015; McKinsey & Company report “How women can help fill the oil and gas industry’s talent gap”, October 2019
I am currently leading Naturgy’s Global LNG Trading, Marketing and Optimization team. I am responsible for maximizing the LNG business’ P&L.

— My job

I am currently leading Naturgy’s Global LNG Trading, Marketing and Optimization team. In a nutshell this means that I am responsible for maximizing the LNG business’ P&L. I have a fabulous team of professionals across the world, with offices in Dublin and Singapore and managing businesses as diverse as LNG front trading, hedging, optimizations, portfolio management, as well as an end user gas and power wholesale business in Ireland.

— My background

I am a Business Administration graduate and joined Gas Natural (now Naturgy) straight out of college over 20 years ago. Instead of following my colleagues to a bank or auditing firm, I started out in a traditional utility where I was diverse in every aspect: young, female and held a non-engineering background. I was not one to be taken seriously. But I had an international upbringing, a great attitude and I was there.

In my career, you could say I was lucky to get certain opportunities early on, however, those would have never happened if I had not been alert and ready to take on whatever came my way.

“I started out in a traditional utility being young, female and holding a non-engineering background. However, I had an international upbringing, a great attitude and I was there.”
“I was immediately attracted to the LNG bit of the asset, the shipping, the negotiations with different counterparties... I found it very fresh coming from the power generation side of the business.”

Leyre de Adrián

— My first LNG experience

Officially, my first position directly related to LNG dates back to June 2009, when I joined the Global Accounts Business Unit that would be the seed of Naturgy’s current LNG business line. Back then, it was simply selling to very big customers, whether they were using Spanish pipeline or LNG. I was responsible for LNG Marketing and, as the portfolio grew larger and larger, we successfully concluded many spots and structured LNG deals worldwide. The team has also grown in this decade as well as the international presence, with offices in Dublin and Singapore.

— How I got attracted to LNG

Early on in my career (I was working in business development for the power generation unit), I was lucky enough to be involved in the acquisition of an LNG terminal and power plant in Puerto Rico, out of the Enron bankruptcy process. The process lasted over 15 months, and it was a proper master in M&A, US Chapter 11 processes, and of course, LNG deliveries. I was immediately attracted to the LNG bit of the asset, the shipping, the negotiations with different counterparties... I found it very fresh coming from the power generation side of the business.

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Leyre de Adrián
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What I enjoy most

Throughout my 20 year history in the company, I have taken on different roles, but my favourite, so far, is my current position in LNG trading and marketing, where I’ve had the opportunity to network with prominent members of the LNG industry worldwide.

Future challenges

The play has changed drastically over the last decade: we have seen new importers arising through FSRUs, new exporters and the increasing importance of derivatives in gas and LNG indexes as the market grows more and more liquid. The next wave of change will be driven by applying A.I. (artificial intelligence) to operations and incorporating electronic platforms for trading, and how that plays out in the financial markets and physical trade dynamics.

I believe the two largest challenges we are facing in the short term are:

— the increasing “financialization” of commodity markets (and LNG in particular). The evolution is exponential, just years ago LNG was a purely physical play and now the financial markets are greatly influencing the physical markets.

— how technology plays a role in LNG trading and optimization and how the industry is able to harness these opportunities.

In the long term, of course, the transition to fully renewable power markets and distributed generation will be a reality and LNG will likely be the fuel of choice for bunkering and transportation. Developing the value chain for these smaller scale niche markets is something we need to advance on quickly before other alternative fuels take a lead.
My advice to women in LNG

Apart from general recommendations to anyone starting a career in any field (hard work, exceptional drive, commitment to delivering results, curiosity, thinking out of the box, etc.), I would recommend enjoying the ride in the LNG industry. Have fun.

Starting a career in LNG is like joining an exclusive global country club. The LNG industry is still quite niche and has exceptional talent across the world. I have not seen many other industries where professionals from different companies network as much and are even good friends. GIIGNL and other organisms are greatly responsible for fostering this unique culture.

While I find humility a great virtue, in the professional scene I would encourage women to take on more responsibilities than they think they can manage because they can. If these opportunities for growth come, snatch them, if they don’t, actively pursue them.

I would also recommend to update your skills constantly. Particularly in finance and tech. To be able to harness the changes that the industry will bring, continuous learning is a must. I, for one, am studying an MSc in Global Finance... at my age!

Starting a career in LNG is like joining an exclusive global country club. The LNG industry is still quite niche and has exceptional talent across the world.”

Leyre de Adrián
I am a trader, it is in my blood.
I get excited about “calling” the market and being right about it.

— My job

I started my career with Kuwait Petroleum Corporation in oil trading. After an MBA at the London Business School in 2009, I entered the LNG industry in May 2010, joining Shell in LNG origination. We created the short-term LNG trading team in 2012 and I led the Atlantic Basin / Middle East & India / Latin America business from Dubai. I was responsible for integrating both Repsol and BG portfolios into Shell’s west portfolio. I then joined JERA Global Markets in 2018.

My role is running the LNG trading business at JERA Global Markets. Basically, I decide the LNG trading strategy of the company and ensure stakeholder alignment - in my case between JERA Inc. and EDFT - and make sure that the teams can manage and execute the LNG trading strategy on a day-to-day basis.

“I am a trader, it is in my blood. I get excited about “calling” the market and being right about it.”
In three years, the LNG market will look completely different from how it was when I joined in 2010. Being part of that dynamic is exciting.

Sarah Behbehani

“To be good at anything, you have to have a passion for it.”

Sarah Behbehani

— My goals

Our vision is to be a catalyst for change in the LNG market and support JERA’s transformation from one of the world’s largest LNG buyers to an energy leader. For JERA Global Markets, I want to develop a more diversified portfolio, expand our footprint outside of Japan and Europe and become a world-class trading company. We would like to grow to be a market maker and liquidity provider especially in Asia.

— My projects

JERA Global Markets’ horizon is up to five years, therefore we are not working on any particular LNG project, although we work closely with JERA’s business development teams which are constantly evaluating projects around the world. We have also been finalizing building our team and should have it finalized by September. The structure is fully operational and we have already traded in excess of 80 cargoes in 6 months, including deals in China, India and Pakistan. We have closed a number of mid-term deals with portfolio players and the reception from the market has been excellent.
What drives me at work

I am a trader, it is in my blood. I get excited about “calling” the market and being right about it. I have the same passion whether it’s a one cargo deal or five-years deal. I am honored to be part of the journey that JERA is taking to transform the company from a buyer to an energy leader and this is the main driver that made me join JERA. I want to be an integral part of this evolution and hopefully create a positive legacy with it.

On a daily basis, the pace at which the LNG market evolves is fascinating. When I left Dubai last year, we were trading two cargoes a week on JKM and we are now trading six cargoes per day. The behaviour of our counterparties and the behaviour of prices are evolving. I don’t believe that LNG will ever be fully commoditized but in three years, the LNG market will look completely different from how it was when I joined in 2010. Being part of that dynamic is exciting.

“Trading - especially in LNG - is so big that you can have a long-term career in it and that there is a lot of way to grow.”

Sarah Behbehani

“Failure is good, sometimes it is even required to make you stronger.”
Sarah Behbehani
— What I enjoy most

When we discuss a deal, we form a view and put a trade on that view, and this view proves correct. For me, this is better than anything. Capturing the understanding of the market, the understanding of risks and working with a team to ensure good delivery, is what good trading is for me.

— One last word...

I would like to give some general advice regardless of the sector. To be good at anything, you have to have a passion for it. LNG or any trading can be boring on a day-to-day basis because you are basically repeating the same activity. But I love it intrinsically, the people, the things around it. After my experience at Kuwait Petroleum Corporation, I wanted to explore trading of financial products and I joined a bank. After three months, I realized that it did not fit me and that I hated it. It made me realize what I really enjoyed was the physical trading. Some people will tell you that you need to evolve but trading - especially in LNG - is so big that you can have a long-term career in it and that there is a lot of way to grow. But as for anything you must have a passion, some heart and perseverance for it. Of course, it may be difficult for 20 year-olds to know what they want to do, as there are many options ahead of them. If they are excited by dealing with an uncertain environment, trading can be good. Failure is good, sometimes it is even required to make you stronger.

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Yang-mi Choi  
EVP, Technology Business Division, KOGAS.

I am the Head of Technology Business Division at KOGAS, with almost 35 years of experience in KOGAS, which I joined in 1985.

— My job

My main role within the company is to manage three departments (the Technology Planning & Development Dept., the New Business Dept., and the Overseas Infrastructure Business Dept.) as well as the R&D Institute of the Technology Business Division. Based on the strategy of the company, the Technology Planning & Development Dept. is in charge of developing the technology plan which includes some other tasks of the KOGAS R&D institute. We also look for new business opportunities by utilizing technologies developed internally. Furthermore, the New Business Dept. is responsible for developing brand-new businesses at KOGAS. Currently, we are focusing on hydrogen opportunities together with the Korean Government. Other businesses such as utilizing cold energy from LNG and fuel cells with methane are also managed in this department. With over 30 years of experience, the main focus of the Overseas Infrastructure Business Dept. is to develop the construction and operation of regasification terminals and Gas-to-Power projects, including installation and operation of LNG supply and FSRU projects, especially in foreign countries.

“We have to find out new businesses and technologies within the LNG value chain.”

Yang-mi Choi  
EVP, Technology Business Division, KOGAS.
I was interested in majoring in engineering and I was the only female student when I entered university.

Yang-mi Choi

— My goals

My division is responsible for anticipating the future of KOGAS. Building domestic infrastructure in South Korea such as nationwide pipeline networks and LNG import terminals has come to its end. Based on our accumulated experience, we have to find out new businesses and technologies within the LNG value chain. In my view, hydrogen could be one of the primary resources to be produced within South Korea considering the status of primary energy of the country, which is predominantly imported. KOGAS is advocating for the development of the hydrogen economy which is one of the major growth engines announced by the Korean Government. It would be great to be able to strengthen the basis for the hydrogen economy, for example, by using natural gas distributing networks as a means to develop the infrastructure.

— My projects

Recently, many countries who are trying to import LNG or increase their volumes, tend to offer an integrated project which includes building the LNG import terminal, operating the facility and supplying LNG. We are working to be able to offer this type of deals together with our LNG procurement division and our trading subsidiary in Singapore. Achieving this goal could widen the business areas of KOGAS and provide lots of new opportunities to EPC companies in South Korea, which is one of the duties of KOGAS as a state-owned company.

“LNG has played a key role in improving life for the last 30 years and it will do more with its environmental benefits before renewables are mature enough.”

Yang-mi Choi
In the early 80’s, I remember that there was a boom to specialize in electrical engineering. I was interested in majoring in engineering and I was the only female student when I entered university. Initially, I joined KOGAS as an IT engineer and I was involved in several projects such as building-up Management Information Systems. After graduating from a MBA, I moved to technology planning & development and worked to find out new business opportunities based on the technologies developed by KOGAS throughout the whole value chain.

I believe that primary energy is a key factor that cannot be underestimated for the survival of the human race. Especially in South Korea, importing and distributing natural resources to the country is essential for economic growth and quality of life. LNG has played a key role in improving life for the last 30 years and it will do more with its environmental benefits before renewables are mature enough. The LNG business and KOGAS are still very attractive to me in this perspective.

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“We are trying to increase gender equality in the company, but it is really difficult to find female employees in the talent pool.”

Yang-mi Choi
— What drives me at work
I really appreciate the great performances of my colleagues in my division. In addition, there are many applicants who want to work in this division which covers totally new fields of business compared to the usual works in KOGAS. I am delighted to watch new employees who have confidence in new business opportunities and care about the future of the company.

— What I enjoy most
Of course, being awarded a new project is a great moment. It is not just because of getting it but also because we see the progress of our work according to a scheduled plan.

— One last word...
I had an opportunity to give a speech at the women’s university in South Korea last year. Lots of students seem worried about joining a company like KOGAS or the energy business because they do not feel ready. I would like to tell them that big companies in the energy industry have sufficient capability to support and develop the careers of their employees internally. Do not be scared of new challenges and opportunities. There should be a role for you in the company and you will find other opportunities you could not think of before joining.
I do not put the focus on knowledge but on the need to have empathy and the ability to work in a team, to have an orientation towards continuous improvement.

Rosa María Nieto
Asset Management Director, Enagas.

I am in charge of the operation and maintenance of Enagas transport infrastructure that includes four LNG terminals, three underground gas storages, 11,000 km of pipelines and 19 compressor stations.

— My background

I joined Enagas in 1994, starting in the underground gas storage department, where I was already in contact with colleagues from the LNG sector, and I have been in my current position since 2015.

— My goals

On a daily basis, my main goals are to safely and efficiently manage the operation and maintenance of the infrastructure, as well as to guarantee its maximum availability in order to ensure the security of energy supply for Spanish customers. Today, Enagas infrastructure accounts for almost 100% of the Spanish gas transmission system. Nowadays, it is also important to reduce the carbon footprint and to increase the efficiency of our activities. In particular, we are implementing different measures to reduce methane leaks in all the infrastructures along the gas value chain. We work mainly with our Sustainability department in order to evaluate and validate our company’s carbon footprint. We started with the detection and repair of methane leaks four years ago and this year, we have implemented a new plan to reinforce the measures and the effectiveness of the reduction efforts. In three years, we aim to reduce our methane leaks to their minimum level, reducing them by 80% to 85%.
— My projects

My main projects are centered on improving the flexibility and efficiency of our LNG terminals in a competitive manner, adding more services for our clients, while at the same time reducing our carbon footprint.

Nowadays, the LNG industry is much more dynamic than it used to be. In the past, LNG terminals only provided large-scale services, such as downloading large ships, regasifying the LNG and sending natural gas to the network. But LNG terminals today are much more than regasification terminals. We are preparing our terminals to simultaneously offer small-scale services like truck loadings, rail, ship bunkering while at the same time downloading large LNG carriers. Our terminals are becoming real logistical hubs. This has translated even in the wording that we use: terminals which we used to call “regasification” terminals are now called “LNG” terminals.

We are also looking for new ways to increase the efficiency of our LNG terminals. For instance, in Huelva we produce electricity by using a cryogenic power generation system based on a thermodynamic cycle using heat from the seawater and cold from the LNG. In Barcelona and Huelva, we have signed agreements with other industries and we recover the cold for companies which need it for refrigeration uses, for example to produce dry-ice or to liquefy products such as carbon dioxide. In Huelva, there are also many agricultural industries, with which we are trying to develop projects.

“The LNG industry is much more dynamic than it used to be (...) Our terminals are becoming real logistical hubs.”

Rosa María Nieto
What drives me at work

The combination of technical with more personal skills is what really motivates me. When I started engineering, I really loved all the technical sciences. I wanted to become an engineer. But when you work in a company like Enagas and you achieve a position with high responsibility, you realize that it is much more important to have other skills like empathy, the ability to compromise, the ability to lead team, to innovate...

Sometimes I deliver speeches in conferences with young women and I encourage them to become engineers. Their perception is that engineering is only for people who love mathematics, physics, chemistry and things like that. I do not put the focus on the knowledge but on the need to have empathy and the ability to work with other people in a team, to have an orientation towards continuous improvement, even in a company like Enagas who has a lot of engineers.

I enjoy being part of a team focused on continuous improvement and who deals with many different matters every day. It is also important that the company promotes the development of new skills and new ways of working. In this sense, I am lucky because the commitment of Enagas is very strong, especially in the area of women. Enagas is supporting initiatives to promote female leadership, training and mentoring programs to identify and promote female talents and the company has received several awards. The company has to put in place the framework to be able to promote all these skills.

“Enagas is supporting initiatives to promote female leadership (...) The company has put in place the framework to be able to promote all these skills.”

Rosa María Nieto
— What I enjoy most

I enjoy when my teams propose a new project, engage with a project. Encouraging my teams to suggest new ideas and to do their best and supporting them is what I really like most.

— One last word...

LNG offers a lot of amazing opportunities for young generations. Besides the more traditional uses of natural gas, a lot of opportunities such as small-scale, LNG as a fuel for ships, trucks, trains are arising. There are also many opportunities to improve efficiency and, more generally to contribute to the transition to a decarbonized economy in which natural gas has an important role to play.
Anita Odedra
Chief Commercial Officer, Tellurian Inc.

I work for Tellurian Inc. as Chief Commercial Officer. I am based in Houston, but I am required to travel quite extensively to ensure that I support Tellurian and the Driftwood LNG project on its commercial activities.

— My job
The mission of Tellurian is to build a global gas business including an LNG export project called Driftwood LNG in the Gulf Coast of the United States. Our aim is to be the lowest cost supplier of LNG in the Gulf Coast. We will achieve this through building a partnership structure that leverages US gas production, pipelines and terminal infrastructure that we will own. By removing margins in the supply chain, we will deliver the lowest cost gas molecules on the water.

— My goals
My mission within Tellurian is to help explain the Tellurian story to potential partners in the simplest possible manner and ultimately to manage the commercial aspects of the partnership that we intend to build. As a start-up, we have a lot of balls in the air and we are moving as fast as possible. So, one other part of my role is to work with other Tellurian employees to ensure that, from a commercial perspective, all the elements of the company are joined up and focused in the same direction. As you can imagine, this is important in an environment where you are moving quickly, trying to innovate and be entrepreneurial.

“When you have more diversity in an executive management team, it does drive a different answer. Society is better-off and ultimately, the planet is better-off.”
“There are so many things that I had never done before, that I ended up doing, even by mistake, and I did them just fine.”

Anita Odedra

“... My projects...

One of my key priorities is to finalize all the commercial agreements for the Driftwood LNG project. This includes equity agreements, partnership agreements, lifting agreements and various other commercial documents. While the Driftwood strategy is quite simple, the documentation required is relatively complex and I am working with the marketing team to ensure that we construct these documents to optimally deliver the needs of the partnership model we are building. The next phase will be full commercialisation and project execution for LNG deliveries as soon as 2023.

“The right questions that I should have asked myself are: is it a really good opportunity? Will I learn something? Why wouldn’t I do it?”

Anita Odedra
I began my career in natural gas in 1997 as a geophysicist with BG Group in the Exploration and Production Division. It was a very technical role that utilised the knowledge base that I had studied for at university, however I did have to learn specific software used for detailed geophysical modeling.

After a few years, I wanted to know what happened to the gas after we found it and produced it. I wanted to understand the commercial side of the business. I was lucky to get into an executive aide type of role quite early in my career, which allowed me to see a wide range of commercial, financial and economic parts of the natural gas industry.

Very early on, I became very interested in the LNG shipping side. I began working specifically on LNG projects in 2001. I found the LNG business fascinating and I worked hard to develop a career within it. Whilst I had never trained in commerce or economics, I learned most of these skills on the job. I tried to understand where my gaps were and asked people to help me when it was necessary. I was fortunate to meet helpful people along the way who were very kind in spending their time mentoring me. Sometimes I was maybe more lucky than good!

I left BG just prior to the Shell takeover and I joined Cheniere, which offered a smaller organization that was starting-up its operations at Sabine Pass. It was a really interesting time because we were testing a lot of tools and systems and adapting them for the reality of operations.

Six months later, I was offered a role within Maran Gas. It was a great opportunity in a well-managed company, with a highly streamlined organization and an extremely fast decision-making process. However, I worried and hesitated a lot before making the leap and made a lot of unhelpful assumptions. What would people say? They would think that I was only in my previous role for six months, perhaps they would think that I was fired from my previous job ... I was making up all these reasons that I shouldn't leave a job after six months because it would look bad on my CV. The right questions that I should have asked myself are: is it a really good opportunity? Will I learn something? Why wouldn't I do it? Thankfully, I realized that it was my chance to work in a highly respected private company and learn about LNG shipping from experts on the other side of the table and I really enjoyed it. As well as gaining a 360-degree perspective of LNG shipping, it was a great experience to move away from a big corporate structure.

Both types of organizations have their adva—
Advantages and disadvantages. In big corporations, you have to work in some form of a matrix organization and you have to get sign-off from a lot of different entities. It allows you to see a lot of different things and understand different parts of the equation that you are trying to solve. In a private company, you are assigned a more specific role, but given more responsibility. The best thing about private companies is that you don’t have a quarterly earnings cycle.

In addition, you can set a very long-term strategy and you don’t have to report it to anybody. You can build it at your own pace. I am glad to have been able to work in both types of organizations because it has given me additional tools in my own personal toolbox to learn to adapt to the environment around me.

“What motivates me is to share the things I have learned, to help other people succeed, and to see them grow and develop.”

Anita Odedra
— What drives me at work

I like to solve problems that are multi-dimensional: problems that have commercial aspects, technical aspects and financial aspects. LNG really gives you the opportunity to do that. I like to work with people who are not afraid to try different things, who are kind to each other and who are fun to be around. Working in a start-up allows me to have a bit more entrepreneurial input. I can share the personal experiences that I bring from all the other aspects of my career.

The older I have become, the more I want to work somewhere where I am happy. When you are younger, you want to build your career, expand your knowledge base and you are led more by the desire to grow and develop. What motivates me more now is to share the things I have learned, to hopefully help other people succeed, and to see them grow and develop.

— On the role of women

I think we all have a role to help other women succeed. I have mentored both men and women. Women don’t solely focus on specific gender based questions or challenges. However, there is a recognition of gender-related barriers. I do believe that women who have been successful have a responsibility to build an environment where other women who come behind them are given a helping hand to pull them forward. When you have half of the demographics of society not effectively represented in the operations of the company, the behaviours of that company are not reflective of the needs of society. Data consistently shows that when you have more diversity in an executive management team, it does drive a different answer. Society is better-off and ultimately, the planet is better-off. Everybody bears a responsibility to make sure that all members of the society are reflected in our companies, including our executive teams and in our board teams. Sometimes, women do not take a job because they do not feel 100% confident that they will be able to do it. In my experience, you just have to take that leap of faith and do it. That’s such an easy thing to say and I have previously been guilty of looking at jobs thinking that “I can’t do that because I don’t have enough experience.” Now that I look back at my career, there are so many things that I had never done before, that I ended up doing, even by mistake, and I did them just fine. As women, we are not always given that kind of support that says “just do it.”

“Women who have been successful have a responsibility to build an environment where other women who come behind them are given a helping hand to pull them forward.”

Anita Odedra
— What I enjoy most

The best moments that I remember in any of my jobs are when team work and camaraderie shine through. When I see people come together and collectively achieve something greater than what we would have achieved individually. Those are the moments that I remember. I only remember the good things. I really like to see people happy and engrossed in interesting work. It brings out the best in people.

— My passion for shipping

90% of the objects that surround you were transported on a ship. There are more than a million people involved within the shipping industry and about 100,000 ships on the water. They are invisible to most people. We don’t see them and don’t know about them. It is one of the riskiest environments to work in the world, one of the loneliest environments to work in: on the water, miles from shore, with a crew of only twenty or so other people. Aside from the immense human element, shipping has commercial, technical, operational and historical issues. It is one of the oldest, and most vital, industries in the world. Shipping is one of the things I will always lean towards and that is why I joined the board of a shipping company recently. At Tellurian, we don’t have any ships yet, but I want to stay involved and connected with the shipping industry.

“I really like to see people happy and engrossed in interesting work. It brings out the best in people.”

Anita Odedra
One last word...

To younger generations, I would highlight the international nature of our business which allows people to explore and embrace different cultures and different perspectives. You see the world with different eyes when you can understand somebody else’s point of view. Working in an international environment mentally rewires your brain. I would recommend to a career starter to get involved in as many activities as possible. Soak up a lot of experience and don’t get caught in one role for too long. When you are young, you often don’t have as many family commitments and everything else that comes with age. You can do a lot of different things to develop as a human being.

At the same time, I would not seek to minimise the challenges to LNG. LNG is a hydrocarbon and we are living in a world which is, quite rightly, seeking lower carbon solutions. I believe in LNG as a bridge to renewables. Beyond that bridge, we are going to be a partner to renewables to provide stability and respond to power intermittency. Everyone working in LNG will have to prepare for the energy transition and accept that transition in a positive and collaborative manner. Learning to deal with change and adapt to it are crucial skills for anyone of any age, but the sooner you get this experience, the better.

“Learning to deal with change and adapt to it are crucial skills for anyone of any age, but the sooner you get this experience, the better.”

Anita Odedra
We firmly believe in the potential of LNG to help reduce maritime transport emissions.

I am CEO of Elengy, the company that operates three of the four LNG terminals in France and one of the leading LNG terminal operators in Europe. Elengy employs nearly 400 people.

— My background

I have an engineering degree with a specialization in Naval Architecture. I spent the first part of my career working on EPC contractor projects at Technip, Soregaz and Saipem. I started off working in offshore engineering for gas field developments and then very quickly moved into project management. I then became involved in LNG projects. Among them, the construction of a terminal in South China. Thanks to this, I developed my technical and project management skills, as well as my knowledge of the LNG markets. I then joined the Suez Group at Degrémont, the subsidiary providing water treatment plants and services. I then moved to the Exploration-Production Business Unit of GDF-Suez. Under the Engie reorganisation in 2016, I was appointed to develop Engie’s hydrogen and biogas strategies. After having been in charge of the Business Development of Engie’s European Business Unit, where I was able to move into the fields of energy services and wind power generation, I took the opportunity in June 2019, to become CEO of Elengy. I was pleased to be able to return to a field that I knew long ago and which had evolved substantially. Years ago LNG terminals simply stuck to regasification. Today, they offer many new services and are contributing to the energy transition, in particular through small scale LNG.
“Our Mediterranean terminals are ideally located to supply LNG-powered ships.”

Sandra Roche-Vu Quang

— My goals
The recent development of our terminals has been impressive. Initially dedicated to the regasification of LNG, our terminals are now true hubs which allow our customers to benefit from various services: transhipping, reloading, truck loading or bunkering. This is a Revolution! To achieve this, we have had to adapt the industrial tool. We want to consolidate our existing activities and the new services being offered. We want to continue to capture a fast-growing market and contribute to the energy transition, particularly in the area of LNG for maritime transport. Our Mediterranean terminals are ideally located to supply LNG-powered ships. Finally, we are considering developments beyond our terminals, either by consolidating our position as an LNG infrastructure operator in Europe, or by expanding our activities beyond the scope of the LNG terminals. We are also interested in issues related to bioLNG, which will allow us to make LNG greener.

— My projects
Last summer, we invested in a system for receiving small-scale LNG carriers at our Fos-Cavaou terminal. In collaboration with the Port of Marseille and other stakeholders, we want to position ourselves to supply LNG-fueled vessels in the Mediterranean. We firmly believe in the potential of LNG to help reducing maritime transport emissions and hope to reap the first benefits in the coming months. Finally, we have invested in two new LNG truck loading bays at the Fos-Cavaou terminal which will double the number of trucks loaded by the end of the year.

“The maritime environment around LNG is obviously a motivating factor for me. I also love managing a complex, technical industrial tool.”

Sandra Roche-Vu Quang
— What drives me at work

As an engineer, I chose the discipline of naval architecture because I am passionate about everything that has to do with the sea. The maritime environment around LNG is obviously a motivating factor for me. I also love managing a complex, technical industrial tool. On another note, you are constantly facing new challenges and supporting changes while maintaining historic activities. Our companies are also made up of passionate people with infectious enthusiasm. Lastly, it is very interesting to think about how we can contribute to the energy transition through our businesses. Fossil fuels cannot be switched to all-electric wind and solar power with a snap of the fingers. If we had a magic wand we would have used it already, and I am convinced that LNG has a role in the energy transition to replace dirtier fuels. Our LNG terminals have a low carbon footprint though we work on reducing it further, for instance by reducing flaring or the use of chlorine.

— What I like most

Interacting with the teams is what I like most. Our people are passionate and expert and our company has a very strong history and corporate culture. We were pioneers of LNG. I think it is also specific to the LNG business, that requires very specific skill sets and are a source of great pride because of their complexity. We also have a strong local presence and close relationships with local players and the terminals’ immediate environment.

“Interacting with the teams is what I like most. Our people are passionate and expert and our company has a very strong history and corporate culture. We were pioneers of LNG.”

Sandra Roche-Vu Quang
One last word...

Even if, among technical sectors, Environment and Energy are more attractive to women, there are not enough female engineers. Some girls may hesitate because they think that it an overly technical, complicated field, you have to be good at maths, etc. However, there are all kinds of professions in this field, and women are more than capable of having successful technical careers. Today, it can be difficult to interest young people in working at industrial groups. But right now the world of energy is undergoing a real revolution. We must constantly reinvent ourselves. This revolution will have a powerful influence on the world of tomorrow, which is what makes it so interesting. We need creative people, young people who will help to build the world of tomorrow, a challenge which not every sector has to offer. Furthermore, our work is complex and involves cutting-edge expertise. You just have to look at the number of visits to our terminals we organise each year: it’s basically industrial tourism!

“We need creative people, young people who will help build the energy world of tomorrow.”

Sandra Roche-Vu Quang