

# JEREMY BALL

---

2 Grange Cottages, Hurst, UK | +44 795 737 6661 | [Jeremy@Jeremy-Ball.com](mailto:Jeremy@Jeremy-Ball.com) |

## PROFESSIONAL EXPERTISE

---

- ◆ **Strategic Supply Chain Management:** Over 35 years of experience leading procurement for large-scale oil and gas EPC projects. Expert in managing contractor procurement processes, negotiating agreements for critical equipment packages (e.g., turbines, pumps), and ensuring compliance with contract requirements while delivering cost-effective solutions aligned with project budgets. Oversaw weekly procurement planning meetings that included representatives from Planning, Project Management, Engineering, Quality, and the Client to ensure strategic alignment and schedule adherence. Coordinated seamlessly with project management, engineering, and construction teams, integrating expediting efforts to achieve time-critical project milestones.
- ◆ **Comprehensive Industry Expertise:** Extensive experience in the Oil & Gas and Petrochemical industries, managing materials and procurement for major capital projects across Greenfield and Brownfield sites on three continents, in onshore and offshore environments. Proven record of leading procurement activities for package equipment, including critical rotating equipment (e.g., compressors, turbines), seamlessly aligning with engineering and project management teams on needs and objectives. Integrated expediting efforts to ensure on-time delivery, delivering cost-effective solutions compliant with governmental and industry specific requirements.
- ◆ **Leadership & Team Development:** Holding an MBA in Leadership & Sustainability and author of 'The Art of Tea Bag Management,' Jeremy Ball brings over 35 years of experience as a supportive leader of cross-functional procurement teams, exemplified by recruiting, developing and leading a 30-member team on the \$37B TCO FGP Project. He excels in mentoring diverse, multi-cultural teams to deliver procurement excellence, and integrating expediting efforts to meet project timelines.
- ◆ **Communication & Reporting:** Jeremy possesses strong communication skills with a proven track record of leading procurement-related communications with project management teams. He demonstrates expertise in preparing detailed reports on schedule and cost data, validating contractor invoices to ensure cost-effectiveness, and overseeing the Close-Out of both sub-contacts and purchase orders.
- ◆ **Problem-Solving and Process Optimization:** Demonstrates a proven ability to adopt a logical approach to problem-solving, adept at coordinating procurement activities with engineering, post-order services, and construction functions to maintain timelines and quality standards. He excels in managing interfaces between procurement, project management, and other critical functions, to resolve material challenges and supply chain bottlenecks.
- ◆ **Exceptional Communication & Negotiation:** Expert in building and maintaining mutually beneficial relationships with clients, contractors, vendors, and suppliers. He proactively engaged international vendors to partner with local Kazakh vendors, facilitating local market development. His efforts supported project management team and national local content objectives, for which he received a letter of recommendation.
- ◆ **Cultural Adaptability & Diversity Awareness:** Grew up as an expat in apartheid South Africa and has worked with over 20 internationally recognised clients from multiple cultures. This background has equipped Jeremy with an inherent understanding of diversity, enabling him to adapt quickly and thrive in new environments.
- ◆ **Risk Management & Compliance:** Adept at ensuring compliance with company policies, including prevention of information brokering and adherence to business ethics guidelines. Capable of making informed decisions to mitigate risks associated with procurement activities
- ◆ **Contractual Compliance & Risk Management:** Skilled in managing contractor procurement processes, ensuring adherence to approved procedures and prime contract coordination. Experienced in reviewing and modifying contractor purchasing and contracting documents to ensure compliance with company standards.

## RECENT EXPERIENCE

---

- 2022  
to  
Present
- 3GP PLMM Lead, KPJV- TengizChevrOil, TCO FGP Project (\$37 Billion), Kazakhstan (Rok)**
- Managed time efficiently, adapting flexibly to changing demands while balancing workloads and meeting deadlines.
  - Made swift, sound decisions, escalated to management when necessary, and ensured full compliance with company policies and procedures.
  - Ensured all materials and equipment were readily available to support fabrication and construction, guaranteeing proper receipt, storage, preservation, tracking, and tracing of company-issued materials.
  - Led and oversaw contractor execution of PLMM scope, ensuring robust materials control, preservation processes, and compliance with technical specifications and regulatory requirements.
  - Acted as the key interface between contractors and vendor representatives, coordinating with Purchasing, Expediting, Logistics, and Warehouse teams for the timely supply and clearance of materials and equipment.
  - Analysed data, prepared management reports, monitored contractor performance and progress and effectively managed critical internal and external relationships.
  - Implemented cost reduction strategies to optimise operations while ensuring contractors adhered to all applicable Safe Work Practices and Procedures.
  - Utilised automated tools and software applications for effective project materials and equipment management.
- 2014  
to  
2022
- Project Procurement Coordinator, KPJV- TengizChevrOil, TCO FGP Project (\$37 Billion), Kazakhstan**
- Led the daily operations of the Site Infrastructure (Early Works) Procurement Team, managing a diverse team of 1 National and 3 Expat Procurement Supervisors, 18 National Procurement Specialists, 1 Expediting Lead, and 8 Expeditors.
  - Developed and refined the Project Procurement Plan, ensuring streamlined and efficient procurement processes aligned with project timelines and budget constraints.
  - Provided strategic guidance and training to the procurement team, ensuring the successful delivery of procurement objectives.
  - Coordinated seamlessly with Engineering, SQS, Material Management, Project Management, and Construction departments for both the client and JV partners, ensuring effective collaboration crucial to the safe and efficient execution of the project.
  - Established and monitored client KPIs, implementing reporting mechanisms to ensure targets were met.
  - Represented procurement in weekly management and area meetings with internal disciplines and client representatives, focusing on overcoming key project challenges.
  - Served as the primary interface with client and project management teams, representing procurement in weekly management meetings and coordinating with engineering, SQS, and construction departments.
  - Implemented enhanced SCM processes, developed individual package strategies, issued weekly and monthly progress forecasts, and contributed to Client project progress dashboards. Facilitated cross-functional status meetings between procurement, construction, warehousing, expediting, and engineering.

- Championed the project safety policy, ensuring all procurement staff operated in a safe and healthy environment.
- Oversaw the project material management system, ensuring accurate data entry and compliance with project-specific requirements.
- Managed the resolution of OS&Ds and MDRs raised by the site warehouse, collaborating with vendors and internal teams to ensure prompt and effective solutions.
- Worked closely with the cost control department to monitor project spending and budgets, identifying opportunities for cost reduction.
- Prioritised the development and mentoring of team members, ensuring they were equipped to perform at their best in all situations.

2010  
To  
2013

**Country SCM Manager, *SUBSEA 7, Angola***

- Involved all in-country SCM functions in both Luanda and Lobito, overseeing SCM functions including Procurement, Expediting, Logistics (Marine and Materials), Warehousing, Contracts, and Facilities Management (Transport, Office, and Accommodation)
- Responsible for the development, implementation and management of all SCM processes and procedures:
- Oversight of all procurement and warehouse activities and liaising with Project Services for all in-country contracts
- Coordinated company Merger Activities including:
  - Implementation of SAP; attend GAP fit workshops; develop implementation strategy and plan; oversee data migration of both computer systems; SAP Training; develop and implement P2P process.
  - Responsible for finding new premises; preparing final recommendation and presenting the overall budget for shareholder approval; Selecting and purchasing all furniture and fittings; project managing all aspects including Installation of IT and Electrical Equipment, HSE (Firewater systems), General Maintenance, Setting up of new office leases and Termination of old office leases with project services
- Development of Angolan SCM staff:
  - Arrange and implement English language classes for all Angolan nationals; provide internal training based on my experience, including life skills and SCM principles; develop 1-, 3- and 5-year development plans for all members of the SCM team; Held annual performance reviews with midyear appraisals.
- Member of multiple corporate committees, including Angola Senior Management Committee, In-Country Sustainability Committee, SAP PEN for SCM, SCM Global management team

## EDUCATION

---

- 2024 **Master of Business Administration (Leadership & Sustainability), *University of Cumbria***
- 2000 **Advanced Diploma in Strategic Purchasing & Supply Management, *PSM College, Durban (Distinction)***  
\*Additional **training and professional development** experiences available upon request.

## PAST EXPERIENCE

---

- 2009-2010 **Creator & Founder**, MVL LTD (Procurement Vendor Sourcing Tool – MasterVendorList.com)
- 2008-2009 **Lead Piping/Pipelines Procurement Engineer**, Petrofac (KPO), \$22Bn Karachaganak Phase III, RoK
- 2007-2008 **Lead Mechanical/Rotating Equipment Buyer**, Fluor (PetroGalp) (\$1 Billion), Portugal
- 2006-2007 **Senior Procurement Specialist (Rotational)**, ExxonMobil, Angola
- 2006 **Rotating Equipment Buyer**, Fluor, Daewoo (Shell) (\$2 Billion), Nigeria
- 2002-2006 **Lead Buyer**, Parsons Fluor Daniel PFD, SGI/SGP Project (\$4.5 Billion), Kazakhstan (RoK)

## SOFT SKILLS

---

- ◆ **Communication skills:** Ability to convey information clearly in verbal and written forms. Essential for coordinating field operations, safety protocols, and stakeholder engagement.
- ◆ **Teamwork and collaboration:** Vast experience of working effectively with ethnically diverse teams on large-scale projects, in remote locations. Critical for cross-functional projects and maintaining project timelines.
- ◆ **Problem-solving and critical thinking:** Ability to address complex, urgent challenges, in a calm manner with innovative, compliant solutions. Vital for handling unexpected operational issues and ensuring efficiency and compliance.
- ◆ **Leadership:** Skills to lead teams, motivate others, and make strategic decisions. Necessary for managerial roles, developing national employees and driving team performance in diverse, high-pressure settings.
- ◆ **Time management and organisation:** Prioritising tasks and meeting deadlines in multi-project environments. Crucial for delivering projects on time and within budget, a common industry expectation.
- ◆ **Adaptability and flexibility:** Ability to adjust to changing technologies, volatile market conditions, and specific local and global regulations. Important as the industry evolves with digitalisation and environmental considerations.
- ◆ **Safety consciousness:** Frequent custodian of HSE initiatives. Vast awareness of hazards and commitment to minimising risks in operations. A top priority given the hazardous nature of oil and gas work environments.
- ◆ **Work ethic:** Dedication, punctuality, and reliability in job performance. Reflects professionalism, essential for long hours and remote work conditions.

## PROFESSIONAL/PERSONAL TRAINING

---

- Expert Success Mastermind, UK (2013)
- InfusionSoft CRM Training, UK (2013)
- Speed Reading, UK (2013)
- Expert Success Accelerator, UK (2013)
- Leadership Academy, USA (2012)
- Life Mastery, Fiji (2011)
- Internet Marketing Course, UK (2009)
- Business Mastermind, USA (2009)
- Mastery University, USA (2008)
- Life Mastery, USA (2008)
- Platform Presentation Skills Training, UK (2008)
- Break Through to Success (NLP), UK (2007)
- Wealth Mastery, UK (2007)
- Asset Protection, UK (2007)
- Robert Kiyosaki Business Correspondence Course (2007)
- Millionaire University, UK (2006)
- Tony Robbins UPW, UK (2006)
- Fluor Management Training Course (2004)

## ADDITIONAL INFORMATION

---

\*Additional **work experience** details and **references** are available upon request

## 2024 KPJV ASSIGNEE FEEDBACK FORM

(Review Period: 1 January - 31 December 2024)

SECTION 1: KPJV ASSIGNEE DATA			
KPJV Assignee Name:	Jeremy Ball	Discipline (Project/ Department):	PLMM
FGP Position Title:	3GP PLMM Lead	Location (Tongiz/Atyrau):	Tongiz

**SECTION 2: PERFORMANCE**

Significantly exceeds expectations - **Provide evidence (3 examples). Cannot apply to people in job less than 9 months.**  
 Exceeds expectations - **Provide evidence (3 examples)**  
 Meets expectations  
 Improvement needed - **Provide evidence (3 examples)**  
 Does not meet expectations - **Provide evidence (3 examples)**  
**NOTE: If you fail to provide evidence in 3 business case examples to justify the performance where requested, HR is authorized to move the Feedback to M as in "MEETS EXPECTATIONS"**

SECTION 2A: To be completed for all KPJV Assignees			
Performance & Behaviors Description	Performance Feedback (dropdown menu)	Performance	Comments
<b>Commitment to HES (including IIF)</b>	Actively participates in HES initiatives and follows all procedural requirements related to FGP and the job function.	M	
<b>Results Orientation</b>	Gets results - achieves job goals set by self and others, meets timelines, pushes to achieve stretch goals, demonstrates enthusiasm, persistence and tenacity. Able to make informed decisions when needed.	E	1. DCNs/RFIs - created spreadsheet for the ICT Team to enable them to track materials 2. Intensively follows up on material queries by trying to find solutions for non-stock items - recent examples: fabrication of spectacle blinds, alternate isolation gaskets etc. 3. Enthusiastic team member - presents workshops to peers on finding materials etc.
<b>Technical and Functional Skills</b>	Demonstrates technical and/or functional skills required and applies the necessary skills and behaviors to deliver quality, accurate and timely work.	M	
<b>Building Effective Relationships</b>	Pro-actively working with colleagues and 'customers' at all levels of the project. Demonstrates an inclusive approach to different cultures and customs. Ensures people feel valued, appreciated and included.	E	1. Jeremy quickly assimilates into execution teams - good reports from Area Execution Managers on his commitment and support 2. Has time for all PLMM team members and often adopts a mentoring role with coordinators and even personnel from other areas - his experience across SCM is apparent 3. Highly respectful and aware of the cultures and religious beliefs of those around him
<b>Customer Centric (external and internal)</b>	Commits to building enduring relationships and delivering optimal customer solutions. Effectively meets customer needs, builds proactive customer relationships, takes responsibility for customer satisfaction and loyalty.	M	
<b>Performance Leadership</b>	Leading a team and/or leading oneself by driving outputs that improve business performance. Leads by example and promotes open communication. Willing to accept responsibility and take on tasks when required.	E	1. Jeremy has led a number of PLMM Teams at 3GP - MEI Blue Construction, WSG SC Team, and now DP Team - leads by example and is highly regarded by his team members 2. Jeremy always steps forward when there are responsibilities to be shared - e.g. recently taking on the DP Area material duties, and the material issues from CM after that team left Project 3. Leads by example with his unflinching work ethic
<b>Integrity and Trust</b>	Demonstrating trust in others - empowering others to get the job done - letting people do what they are assigned to do. Able to perform work functions with minimal supervision whilst achieving appropriate outcomes. Does what they say they will do and consistently delivers what they say they will deliver.	M	
<b>Dealing with Change</b>	Demonstrates agility and is able to remain effective when experiencing changes in work tasks or the work environment. Adjusts effectively to work within new structures or cultures, and with new work processes or requirements.	E	1. Adapted to new teams with ease and enthusiasm 2. Deals with the many very varied materials queries effectively 3. Has adapted very well within Execution Teams where the management has very diverse styles
<b>Learning Project / Knowledge &amp; Networks</b>	Pro-actively sharing knowledge, both within and outside of your own team, where appropriate. Connecting with or leading network sharing experiences and learnings. Actively seeks learning opportunities and provides assistance to others when requested.	E	1. Keen to share knowledge and experience - as above - presents workshops, shares tools that he's developed 2. Learns at every opportunity - recently completed MBA studies 3. Always makes time to assist others even beyond the PLMM Team

SECTION 2B: To be completed for KPJV Assignees in Lead, Supervisory and Managerial roles:			
<b>Leadership Skills</b>	Creates alignment and energy in achieving clear end goals. Provides direction and inspires others to follow the lead in both stable and changing conditions. Encourages debate around diverse views and makes tough decisions when required.	M	
<b>Develops Effective Teams and Individuals</b>	Builds cohesive and effective teams which deliver team objectives. Sets performance expectations. Provides challenging and stretching tasks/assignments. Proactively coaches performance. Develops people and ensures that development plans are in place to bridge gaps.	M	
<b>Business Knowledge</b>	Shows an understanding of how FGP works, what drives profitability and how to deliver value to the project.	E	1. From Expediting and Procurement experience and now Materials, has a good understanding of the Project 2. This experience serves him well to deliver value and cut costs 3. Thinks out-of-the-box to provide solutions at this point in the Project where procurement and lead times can have significant impacts
<b>Managing and Measuring Work</b>	Effectively plans and manages time and resources to ensure that work is completed efficiently. Delegates effectively to others. Clearly assigns ownership and accountability for tasks and decisions. Monitors process, progress and results.	E	1. Works diligently and methodically to accomplish large workloads 2. Delegates to team members where and when required - knows what the specific duties and responsibilities of team members are in order to do this 3. Follows up on his own and delegated tasks to ensure nothing is overlooked
<b>Performance Summary</b>		E	

Performance Summary Description:	
<b>Significantly Exceeds</b>	<ul style="list-style-type: none"> <li>• Performance significantly superior to job expectations</li> <li>• Work is recognised as being of extraordinary quality and quantity, clearly above expectations in all aspects of the major accountabilities</li> <li>• Results show high achievement which reflects unique ability/potential or under-used capacity.</li> <li>• Intervention by the employee's immediate supervisor is never required to restore balance or provide support.</li> </ul>
<b>Exceeds Expectations</b>	<ul style="list-style-type: none"> <li>• Performance is consistently above job expectations</li> <li>• Work consistently exceeds quantity, quality and time expectations</li> <li>• Initiates improvements to work practices</li> <li>• Demonstrates a thorough knowledge and skill across all accountabilities</li> </ul>
<b>Meets Expectations</b>	<ul style="list-style-type: none"> <li>• Performance consistently meets expectations</li> <li>• Objectives are handled efficiently &amp; effectively; initiates action necessary to fulfil job responsibilities, anticipates problems &amp; takes action to resolve them</li> <li>• Work meets &amp; sometimes exceeds expectations</li> </ul>
<b>Improvement Needed</b>	<ul style="list-style-type: none"> <li>• Performance does not consistently meet expectations</li> <li>• Work often shows gaps in terms of the expected standard of quantity, quality or time</li> <li>• Shows awareness of problems in work practices but requires additional support and direction to take action</li> </ul>
<b>Does Not Meet Expectations</b>	<ul style="list-style-type: none"> <li>• Performance consistently falls short of expectations</li> <li>• Work often shows gaps in terms of the expected standard of quantity, quality or time</li> <li>• Development is required in terms of application of knowledge and/or skill across all accountabilities</li> </ul>

**SECTION 3: COMMENTS**

**KPJV Functional Manager Comments**

Jeremy is committed to HSE guidelines and the safety of his colleagues and himself. Jeremy has continued to grow as he has now served in a number of various PLMM positions since joining 3GP a couple of years ago. Jeremy makes good effort to close and resolve as many issues as possible during his rotation to leave a clear work path for his B2B and excels in good communication. Jeremy is proactive, accountable and has a strong drive for results and quality. He is always happy to try and identify process improvements where possible using his Procurement and MM skillset. His functional and technical skills are an asset, as well as his understanding of complex drawings and problems. Jeremy leads his team by example and always has the time to explain SCM concepts, especially around procurement and material management processes, thus helping to develop the team around him and aid in their understanding and future prospects. Overall, Jeremy brings a wealth of experience and positive 'can do' attitude to the team.

**KPJV Assignee Comments**

I am happy with the comments as stated. I have been on the project for 11 years and take pride in the contributions I have made to both the project and to the development of all those who I have had the honour to work with. Many valuable lessons learned and shared.

**SECTION 4: ENDORSEMENT**

KPJV Assignee Name _____ KPJV Functional Manager Name <u>Adrian Livingstone</u>	Date: <u>13/01/25</u>	Signature: _____ Signature: _____
--	-----------------------	--------------------------------------



# University of Cumbria

*Jeremy Ball*

has been awarded

**Master of Business Administration**

**Pass with Merit**

having successfully completed the requirements  
for an approved programme in

**Leadership and Sustainability**

Studied at Robert Kennedy College

Professor Julie Mennell  
Vice Chancellor

08 July 2024  
1811162/1



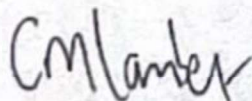
## STUDENT TRANSCRIPT/CERTIFICATE OF ACHIEVEMENT

<b>Full name:</b>	Jeremy Ball	<b>Date of birth:</b>	29 July 1970
<b>Programme:</b>	Master of Business Administration	<b>Result:</b>	Pass With Merit
<b>Award Title:</b>	Leadership and Sustainability		
<b>Awarded by:</b>	University of Cumbria	<b>Award Date:</b>	8 July 2024
<b>Site of study:</b>	University of Cumbria	<b>Start date:</b>	11 March 2019
<b>Languages of Instruction:</b>	English	<b>FHEQ level:</b>	MBA
<b>Reference:</b>	1811162/1	<b>HESA no:</b>	1910388111629

			Credit	Level	Mark	Grade	Attempt
CRKC7001	18/SEM2E	Organisational Behaviour	20	B7	73	P	1
CRKC7002	19/S1	Marketing Management	20	B7	72	P	1
CRKC7003	19/SEM2E	Financial Management	20	B7	51	P	1
CRKC7007	19/S2	Leadership And Sustainability	20	B7	58	P	1
CRKC7006	21/SEM2E	Money Management	20	B7	71	P	1
CRKC7030	22/SEM2E	Dissertation	60	B7	60	P	1
CRKC7045	22/S2	Tackling Global-Local Challenges In Ethics, Responsibility And Sustainability	20	B7	70	P	1

ECTS: 90

**Total pass credits gained: 180**



Cathy Lambert

Academic Registrar



University of  
**CUMBRIA**





ROBERT KENNEDY COLLEGE

**NAME** Jeremy Ball

**DEGREE** MBA - Leadership and Sustainability

**SUPERVISOR** Dr Jane Croad

**TITLE** Do the PVs of South African SME leaders influence their value-based decision-making related to environmental sustainability?

**DATE** March 2024

**STUDENT no** 1811162

Project submitted in partial fulfilment  
of the requirements  
of the  
Master of Business Administration  
of the  
University of Cumbria

Total Word Count: 15,272

# Dissertation

STUDENT NAME      Jeremy Ball

DEGREE              MBA - Leadership and Sustainability

SUPERVISOR        Dr Jane Croad

TITLE                Do the PVs of South African SME leaders influence their value-based decision-making related to environmental sustainability?

DATE                March 2024

KEYWORDS         Ethical Leadership, Value-Based Decision-Making, Personal Values, Environmental Sustainability, Corruption, South Africa

## ABSTRACT:

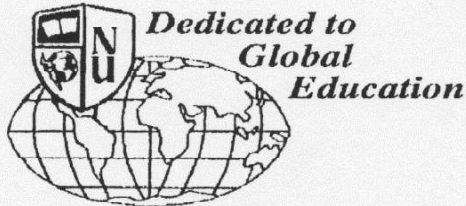
Word count: 247

This dissertation investigates the impact of leaders' Personal Values on their approach to Ethical Leadership and Value-Based Decision-Making within Small and Medium-sized Enterprises (SMEs) in South Africa, focusing on their commitment to Environmental Sustainability. Using a combination of a survey and interviews, the study investigates which personal values leaders hold dear and how these shape their beliefs.

The research reveals a strong inclination towards the universal values of *Benevolence* and *Conformity* and a disregard for *Power*. This indicates a *Socially Focused* leadership approach prioritising community welfare, ethical integrity, and adherence to societal norms over personal gain and control.

The research uncovers that despite the challenges posed by widespread corruption and a tendency to sideline environmental concerns, these leaders strive to uphold ethical standards and incorporate sustainable practices into their businesses. This underscores the crucial role of aligning leadership values and decision-making strategies with ethical and sustainable business practices, highlighting the potential for ethical leadership to contribute positively to organisational success and societal welfare.

The study concludes that understanding the influence of personal values on leadership behaviours and decision-making processes is vital for fostering ethical, responsible, and environmentally sustainable businesses. It points to the need for businesses to consider aligning organisational goals with the personal values of their leaders to enhance ethical conduct, promote social responsibility, and achieve sustainable success. The dissertation offers insights into how SMEs can navigate the complexities of ethical leadership and value-based decision-making to build a better future for society and the environment.



181 Jan Smuts Ave., Rosebank  
P.O. Box 3026, Parklands 2121  
Tel (011) 880-7557  
Fax (011) 880-9826  
6th Floor, Liberty Life House  
269 Smith Street  
P.O. Box 5848, Durban 4000  
Tel (031) 304-9813  
Fax (031) 307-4660

3 JULY 2000

MR JEREMY BALL  
FLUOR DANIEL  
C/O SAPREF  
P.O. BOX 3179  
DURBAN  
4000

Dear Jeremy,

ADVANCED DIPLOMA IN STRATEGIC PURCHASING AND SUPPLY MANAGEMENT

We wish to congratulate you on successfully completing your studies with PSM College. It gives us great pleasure in advising you that your pass mark was 84% a Distinction.

Should you wish to continue with your studies, please contact us to discuss a study programme for yourself.

We sincerely hope that you have gained the necessary benefit from your studies and that you will be able to apply your skills within the framework of your career.

Yours sincerely

GERALDINE ALBERS  
Registrar.

Executive Education Holdings (Pty) Ltd Reg No 87/02236/07

Directors:

KW Hoffmann B Com MBA (UCT) RC Drew B Soc Sci MBA (UCT)

Advisory Board:

Dr R Hinds BSc MBA DBA A Fone API AB Pearce Dip Log Ops Mngt B Drury BA LLB M Johnson BSc MBA



**People Caring for the Earth**  
Corporate Member Wildlife Society

Executive  
EDUCATION  
South African  
Study Centre

*Executive*  
**EDUCATION**



NEWPORT  
UNIVERSITY

*This is to Certify that*

**JEREMY BALL**

*Has successfully completed the following course and appropriate  
examination and has qualified for the award of*

**DISTINCTION**

**Diploma**  
*in*

**ADVANCED DIPLOMA IN STRATEGIC  
PURCHASING AND SUPPLY MANAGEMENT**

*Date of Issue* **28 July 2000**

*Diploma number* **DC 2009**

*Director*

*Registrar*



Accredited



Accredited by Institute of Purchasing SA Certification Board



25 YEARS OF SUCCESS  
BUILDING THE FUTURE  
TOGETHER



# RECOGNITION LETTER

Dear Mr. Jeremy Ball,

*We express our sincere appreciation for your significant contribution to the local content development and commitment to achieving high performance in Kazakhstani content development opportunities.*

*We wish you and your family health, prosperity, and success in the pursuit of all your plans!*

**Ted Etchison**  
General Director

**Murat Mukashev**  
Deputy General Director

Atyrau, 2018



**Jorge Barros M.** · 1st

Director

November 18, 2015, Jorge worked with Jeremy on the same team

 All LinkedIn members

Jeremy is a very unique person. Both his professional word as well as personal aspects are to be admired.

As far as his knowledge in Supply Chain Management he is very keen at looking into details but has the mastery of viewing things from above and not getting bogged down with "the trees". He has vast experience in managing supply chain issues of diverse nature. He will almost always quickly get on the right trail to find the solution that is needed.

Jeremy is a trusted person who gets along well with peer, supervisors as well as staff workers. He can give you advice on most anything and you can be sure it is well intentioned. I have seen many people working with great productivity and happily with Jeremy.

I would recommend Jeremy in any Supply Chain Management position.



**Christopher Jerome Martin** · 1st

Senior Procurement - Rotterdam, Netherlands

April 6, 2015, Christopher Jerome worked with Jeremy on the same team

 All LinkedIn members

The association I have wit Jeremy stretches as far back as 1998.

We worked together since that time as follows:

1998 - 2000 : as colleagues at Fluor on the Shell and BP refinery in Durban, South Arica. He was my greatest support when it came to IT matters. He was a natural - solved all IT related problems for me and also found innovative ways to use technology to make purchasing simpler. Our common happy phrase was - work smart and not hard!!!

Jeremy then left South Africa and returned to the UK and we met again in 2006 in Luanda, Angola on an ExxonMobil project. Jeremy assisted the national buyers with procurement strategies and also showed them smart ways of working on SAP - a programme that he had NEVER used previously!!! What a man...

2010 - 2012: I reported to Jeremy directly at Subsea7, where we set up a "proper" SCM department. He inherited a department that had no procedures nor trained personnel. he set up procedures and trained the nationals to procure goods and services using the correct procedures befitting a large international company. He was also responsible for the setting up of a "new" office totalling 1600 square meters. At the end of his two years, he opted to return to the UK and left me to manage a department that was running like a well-oiled machine!

We then had the pleasure of working together as Procurement Coordinators on a multi-billion dollar project in Kazakhstan during 2014/5.

I would recommend Jeremy for any senior or managerial position within any large organisation due to his organisational skills, his exemplary work ethics, his honesty and integrity and above all HIS ATTITUDE TOWARDS HIS SUBORDINATES AND PEERS as well as his superiors.



**João Vieira Lopes** · 1st

Supply Chain Manager

November 25, 2013, João reported directly to Jeremy

All LinkedIn members

Jeremy know and understand all aspects of a supply chain management (SCM). If a company has a problem in this area and hire him, he will fully access the problem prior to came up with the correct solution.

I say this as I worked with him twice at Subsea 7 Angola (where he was my line manager) and at Esso Angola in 2007. Jeremy is a proactive person, self motivated and focus on solutions and achieving the desired results and above all he is a very good friend. I became his friend in 2007 and always kept in touch. If you ever have the opportunity to work alongside Jeremy you will subscribe my recommendation.



**Paul Jensen** · 1st

Material Manager -Projects Department BP Rumaila

April 9, 2013, Paul worked with Jeremy but they were at different companies

All LinkedIn members

I know Jeremy on both a professional and a personal level and I have been impressed with his dedication to any endeavor he has been involved in. Ever since I have known him he has always wanted to make things better for people. When I worked with Jeremy at Fluor, we were on different projects but spent a lot of time together, Jeremy was my go to guy when I had queries with Fluor's MATMAN system. Aside from his MATMAN expertise, Jeremy was a reliable point of contact for sourcing vendors within the market, In addition to his expertise in vendor sourcing and Material Systems, Jeremy was always trying to find ways to improve the way buyers carried out there jobs and it was no surprise when he told me about his latest venture (Master Vendor List). Jeremy is not only an expert at what he does, but more importantly he is honest and reliable and I, like many of my peers who know him would have no hesitation in recommending him.



**Jonathan Newbury** · 1st

Executive Vice President, Asia Pacific at Preferred Hotels & Resorts

March 22, 2013, Jonathan was Jeremy's client

All LinkedIn members

Jeremy is a creative and driven individual who uses his considerable talents to drive results.



**José Jorge** · 1st

Supply Chain & Procurement Specialist

March 21, 2013, José reported directly to Jeremy

All LinkedIn members

Jeremy is a very opened and transparent guy I ever know so far, I noticed this during the period I used to report directly to him in Subsea7 Angola, he believes and values the individual above all, what makes him the right person to deal with whether or not in bussiness.



**Michael Veazey** · 1st

I advise & acquire Amazon brands with revenue \$1-10 million. Please DM and I'd be delighted to talk further

July 3, 2013, Michael and Jeremy studied together

 All LinkedIn members

Jeremy is a man of obvious intelligence and a calm, clear-minded perception of business; also an enthusiast and a positive presence.

Although of course I am not in his industry (the oil business), I have had a chance to interact directly with Jeremy in the context of business development/marketing discussions.

Jeremy immediately comes across as clear-minded, with an investigative, analytical mind that he seems to be able to apply to any business problem. Certainly he was able to analyse my situation, despite the difference in industries (mine is Classical music performance and coaching), and make several practical recommendations which should boost our exposure and income greatly.

Jeremy is also a very enthusiastic and open-minded person as well as having the analytical side - a combination which is quite rare but obviously vital in a leadership role.

That is why I would recommend anyone who is considering working with Jeremy to contact him and experience for themselves the qualities I have experienced.



# Почетная грамота Құрмет грамотасы

МАРАПАТТАЛАДЫ НАГРАЖДАЕТСЯ

*Jeremy Ball*

10 жылдық адал еңбегі, компания қызметіндегі  
мұнай-газ бағытын дамытуға қосқан үлкен  
жеке үлесі үшін

За 10-летний добросовестный труд, большой личный  
вклад в развитие нефтегазового направления в  
деятельности компании



Бас директор /  
Генеральный директор:



А. Бекишева



## THE ART OF TEA BAG MANAGEMENT

In the Art of Tea Bag Management Jeremy makes a compelling case that anyone can turn an underperforming, uninspired workforce into a highly productive, vibrant team. By following the 3 proven principles laid out in this book, you can transform any department.

Jeremy's sincere and open personality combined with his easy to follow instructions make the Art of Tea bag Management a very interesting and enjoyable read.

His belief that "good, motivated people with a passion for life make productive employees" is the basis of his principles. Following the lead of his countryman and inspiration, Nelson Mandela, in adopting the philosophy of *Ubuntu*, he gives a blueprint of how you can use these principles in your workplace.

In this compelling new guide to management and leadership, Jeremy's use of personal stories and real life examples make it easy to grasp the principles you need to infuse a revolution



### ABOUT JEREMY

Jeremy Ball has operated in the highly demanding Oil and Gas and Petrochemical industries for over a quarter of a century. Having spent his childhood years navigating the complexities of being an English child growing up in Apartheid South Africa, and working in numerous multicultural environments spread across 3 continents; Jeremy has developed an acute understanding of diversity and team dynamics.

His love of people, curiosity for life, and desire to know how the world works have resulted in Jeremy becoming an extremely multi-skilled person. He is an assured problem

solver able to adapt to various environments and respond to situations in a way that eases those around him. His desire to develop the people he works with, both personally and professionally have seen him inspire dramatic results in their lives

For more information about Jeremy and his management solutions, visit his website, [www.jeremy-ball.com](http://www.jeremy-ball.com).



# THE ART OF TEA BAG MANAGEMENT

BY JEREMY BALL

# THE ART OF TEA BAG MANAGEMENT

*How to Infuse a Revolution...*



BY JEREMY BALL