



Virgilio Sosa

**Director
Houston**

+1.214.647.7500

vsosa@alixpartners.com

Professional Highlights

Virgilio has 25+ years of industry and consulting experience. He has worked extensively with both super-major oil and gas and oilfield services companies at a global level. Virgilio has expertise in the following areas: asset management, operational excellence, SG&A and field support costs optimization, cost reduction, supply chain management and optimization, profitability improvement, and risk management.

Prior to Joining AlixPartners, Virgilio began his career at Royal Dutch Shell where he served a number of regional and global roles in the Downstream Business. Significant international experience having run a number of regional and global programs for various super-major oil and gas and oilfield services companies.

Client Experience

- Global operational optimization and assurance program for the distribution business at Royal Dutch Shell, delivering significant cost reductions, increasing service levels, asset utilization and reducing incidents by 20%
- Managed the operational turn around of a fuels marketing operation in the Caribbean (supply, terminals and transportation) for Royal Dutch Shell delivering 17% ROACE and exceptional HSE performance
- Supply chain assessment and identification of improvement opportunities for a super-major oil and gas company worth over \$100 Million. This included addressing network optionality, asset utilization, equity product to market participation and logistics optimization.
- Global G&A cost reduction program for a major oilfield services company. Used a G&A and Field Support template approach to standardize and adjust the personnel requirements based on operating size, structure, and client requirement in Asia, Middle East, and Latin America leading to a 15% reduction in wage and non-wage costs

Affiliations

Virgilio earned his M.B.A. from PUCMM and a B.S. in Industrial Engineering with honors from INTEC

Native English and Spanish speaker, fluent in Portuguese and conversational in French