

LORRAINE BENJAMIN

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SENIOR MANAGEMENT EXECUTIVE

Building Profit, Market & Industry Success for Global Startup, Emerging & Fast-Growth Entities

OIL & GAS & ENERGY INDUSTRY KNOWLEDGE ►► ASIAN FINANCIAL MARKET EXPERTISE ►► STRATEGIC MANAGEMENT ADVICE

- ✓ 20-plus years' experience driving diverse strategic corporate initiatives that propel revenue growth, increase market visibility, raise brand reputation and achieve record industry performance.
- ✓ Global business expertise with proven ability to negotiate cross-cultural deals, navigate chaotic business environments and consistently achieve steep investment objectives.
- ✓ History of developing unique internal systems and processes that align related products, services and investment tools with evolving global client needs.
- ✓ Solid reputation for helping entities identify alternative financing, forge joint ventures, locate viable investment opportunities and organically grow revenues and commissions year-over-year.

Corporate Branding ■ Revenue & Global Market Growth Operational Infrastructure ■ Management Advisory Services

MANAGING DIRECTOR | LB SOLUTIONS, Asia, Africa & US | 2003 to present

Leveraged extensive investment banking experience and global market expertise to launch strategic/management consulting and management advisory services firm.

Deliver diverse range of business solutions that help companies increase brand presence, strengthen internal operations, and enlarge global client base.

Representative projects include:

Organically grew and sustained business for more than decade exclusively through word-of-mouth reputation and 100% referrals.

ABCGOLD CORP, LTD: Championed business transformation and business reengineering initiatives for struggling, third-tier contracting firm as it shifted focus to global gold mining operation.

- ▶ Raised company's profile in the Singapore investment community by revamping entire corporate branding and marketing materials including website, newsletters, internal communications and media relations.
- ▶ Propelled company **from 15-person operation to 400+ employees** worldwide in just 20 months despite initial investor skepticism about gold and commodity companies.
- ▶ Oversaw and evaluated dozens of viable mining projects and **orchestrated 7 global acquisitions** in Australia, Canada, Latin America and West Africa.
- ▶ Was instrumental in dramatic growth of company's market capitalization from **\$400M to \$1.4B—successfully raised \$100M in capital funding** and ensured listing on 3 major stock market indices.

CORE CAPITAL MARKETS: Steered boutique hedge fund company during highly volatile financial markets in developing institutional client base, creating new research products and effectively capturing new market opportunities.

- ▶ Conceptualized and **created blueprint for operations, market development and client acquisition** including account management and product marketing to vendors, brokers and other trade bodies.
- ▶ Sourced, recruited and assembled strong research analyst team to target Asia, Sri Lanka and South Africa opportunities.

TRIUMPH SECURITIES: Instituted new equity brokerage operations in Singapore and Sri Lanka—managed full project scope from front and back-office infrastructure to sales and dealing team development and account management systems.

- ▶ Navigated regulatory systems and licensing processes, solidified joint venture in Sri Lanka and created consistent branding and marketing strategies across all projects.
- ▶ Teamed with partner to **revive Sri Lanka's first investors' conference** in more than 10 years.