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EDUCATION

MBA, University of Houston –
Clear Lake

BS, Civil Engineering, Purdue
University

CERTIFICATIONS

Project Management
Professional

Certified Internal Auditor

GREGORY PILKINTON

Senior Director

Contracts and Negotiation Expertise

Gregory Pilkinton is a Senior Director at Ankura, based in Houston. He has extensive experience in the liquefied natural gas (LNG) markets and significant sales, operational, and financial management experience in oil and gas and aerospace industries. Gregory has been an industry recognized speaker, has served on university boards, and has written technical papers within the acoustical engineering field.

Gregory's professional experience includes:

- Ammonia Plant Litigation – Developed expert witness support documentation through pleadings, claim review, and project review of over 100 documents.
- EPC Contract Advisory – Developed, negotiated, and finalized an engineering, procurement, and construction (EPC) agreement between an LNG terminal owner and its contractors, subcontractors, and vendors.
- Multiple construction disputes – Led commercial support effort to defend change orders and claims on a \$25 billion overseas LNG project and a \$6 billion domestic LNG project.
- Multiple Construction Project Audits – Conducted audits worldwide on EPC projects and associated support functions.
- Sales Process Advisory – Conducted reviews of operational, executional, and financial risks and recommended contingency and funded liabilities funding amounts.