



COLIBRÍ

BUSINESS DEVELOPMENT





ILEANA FERBER is a seasoned Local Content senior consultant and advisor, specializing in strategic consulting and bespoke training programs. She enhances her clients' technical and compliance-driven capabilities, ensuring alignment with national economic objectives. Her core strengths include:

- Strategic Local Content Consulting, - Policy Development & Advisory: Advising governments and NOCs on local content policies that align with national economic objectives.
- Supplier Development Programs - Business Capacity Building: Training local suppliers in contract management, negotiation, and financial planning to enhance commercial competitiveness.
- Workforce Development & Knowledge Transfer - Customized Training: Developing leadership, project management, and stakeholder engagement training programs tailored to local content requirements and needs.
- Monitoring & Reporting - Local Content Tracking Systems: Implementing KPI tracking mechanisms for workforce participation, supplier spend, and training hours.

As a Subject Matter Expert in international development, Ileana's consultancy transcends mere advice; she catalyzes industrial policy reform, economic advancement, and skill development within the energy sector.

Her academic foundation is as diverse as her professional experience:

- BA in Languages and Major in Business from Universidad Metropolitana (Caracas, Venezuela).
- MBA in International Development from Thunderbird School of Global Management (Phoenix, AZ, USA).
- Executive Certification in Corporate Social Responsibility, Sustainability, and Economic Development from Thunderbird School of Global Management.
- Executive Certification in Economic Development from Harvard Kennedy School of Government (Cambridge, MA, USA).



"I always dreamed of working for a multilateral organization, but my career at ExxonMobil prepared me to work on PPP, public-private partnerships."

"Ileana is a natural leader with a significant following for guidance and discussion of ideas. Her leadership style of including and respecting everyone equally allows her to integrate and bring together teams from every social and professional context in a way that gains support from all."

P. Graham | CEO, Lakeside International Consulting LLC

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PROFESSIONAL EXPERIENCE

Before becoming the CEO and founder of Colibrí, Ileana's 24-year career with ExxonMobil started in Public and Government Affairs.

She moved to Global Procurement, where she spent the majority of her tenure, gaining extensive experience in planning and budgeting, negotiating high-value contracts globally, and managing large-scale contracting projects.

Ileana has spent countless hours advising government officials and developing the capabilities of suppliers. She has also overseen industrial baseline studies, supply market and workforce skills assessments, and gap analysis exercises.

Ileana has hands-on experience in designing and executing local content plans, as well as developing measurement and reporting methods for local content performance at either the corporate or governmental level.



RECENT PROJECTS

- Capacity Building in Namibia: trained +100 employees in the banking sector on fundamentals of oil and gas, supply chain, and local content.
- Suriname Awareness Symposium 2025 (SAS25): organized and delivered a two-day event to raise awareness among key stakeholders on just energy transition, local content, capacity building, investment in education and infrastructure, risk management, and safety.
- Local Content Policy for an African country: advised regulator in the development of the first upstream local content policy.
- Local Content Master Classes: at SAS25, Association of International Energy Negotiators (AIEN) 2024, SEOGS (Suriname Energy, Oil & Gas Summit), Namibia International Energy Conference (NIEC) 2024, IMAGE 2024, Suriname's Local Content Alliance Conference 2023.
- Ipieca, the global oil and gas association dedicated to advancing environmental and social performance throughout the energy transition, advises the Supply Chain Working Group (SCWG) members on initiatives related to local content

"She brings a level of technical depth in the area of local content, which allows us to co-create solutions and push the boundaries to new levels. Ileana also has an impressive level of cross-cultural awareness, which allows her to really connect with people and be effective across regions from Africa to Latin America to Europe."

Dorival Bettencourt | Principal, Roland Berger

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COLIBRÍ'S FLYWAY

Cross-pollinating with Knowledge

Sharing and integrating diverse insights to drive informed decision-making.

Soaring with Expertise

Leveraging deep industry expertise to navigate complex challenges and opportunities.

Diversifying with Agility

Adapting swiftly to changing environments and needs to maintain a competitive edge.



Our Focus:

- Enhance the skills of the workforce to meet industry demands.
- Build supplier capabilities to ensure quality and efficiency.
- Create opportunities for technology transfer to foster innovation and growth.
- Design fit-for-purpose local content policies to promote diversification and competitiveness.

Our Clients:

- Governments
- National Oil Companies
- International Oil Companies
- Major Contractors
- Banks, Insurance, Specialized Agencies
- Small & Medium Enterprises
- Industry Associations
- Multilateral organizations

OUR ENGAGEMENT

We engage through a dynamic and impactful process:

WHO?

We advise key stakeholders that are ready to make a significant impact in their field.

WHERE?

Our services are available across various regions and sectors, ensuring a broad reach.

WHEN?

We step in at critical points in our clients' development journey, providing timely and relevant support.

HOW?

By implementing tailored strategies and solutions that are specifically designed to meet the unique needs of each client.

WHOM?

We collaborate with key stakeholders, industry experts, and thought leaders to drive meaningful change.

WHY?

Our mission is to drive sustainable and impactful change, fostering growth and innovation in the energy sector.



**DIVERSIFYING DEVELOPMENT
WHILE ADVANCING ENERGY**

"Ileana is a great strategic thinker with great leadership qualities. With her Local Content Policies expertise (LCPs), Ileana supports policy makers in various countries helping them obtain the greatest benefits for their local economies."

Sonia Clayton | President, Virtual Intelligent Providers LLC

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