



AREAS OF EXPERTISE

- Accident/Incident Investigation
- Commercial Contracts
- Markets & Strategy
- Renewables and Regulatory
- Operations and Maintenance
- LP Planning/Practice
- Pricing
- Crude Oil Valuation
- Safety

INDUSTRIES

- Natural Gas and NGLs
- Chemicals and Petrochemicals
- Petroleum Refining
- Transportation and Storage

EDUCATION

- General Leadership Program
Arizona State University (2017)
- Enterprise Leadership Program
UNC-Chapel Hill (2014)
- Purdue University
B.S. Chemical Engineering
(2008)

SUMMARY OF EXPERIENCE

Sean Upchurch has over 15 years of experience in global operations, logistics, supply chain, and manufacturing operations in the oil and gas industry. He is an experienced commercial trader, skilled in understanding and identifying trading opportunities that optimize market positions. Sean is experienced in operational improvement and optimization of petroleum refining assets.

Sean began his career at ExxonMobil as an Oil Movements Process Engineer and held various roles in process engineering, manufacturing, and analysis. He has overseen energy management programs and technical support, streamlining operations, managing budgets, and improving safety, reliability, and efficiency. As Crude & Products Supply Optimization Lead, Sean focused on revenue and operational improvements, and as Global Operations Advisor, he led initiatives to improve business planning across multiple asset locations. As an NGL trader, Sean gained expertise in identifying and executing strategic trades and negotiating commercial terms.

Since joining Baker & O'Brien in 2024, Sean provides independent expertise on various aspects of the petroleum refining and renewable fuels sectors for our advisory clients, from refining economics to market supply and demand studies. With a particular focus on crude and product supply optimization, pricing, and market strategies, his experience across engineering, commercial, and management provides clients with a unique perspective on complex issues. Sean has also authored expert opinions related to crude oil market economics, crude oil supply, crude oil transportation, and refined product contract issues in both international and domestic disputes.

PREVIOUS POSITIONS

2023-2024: ExxonMobil Global Trading,
Natural Gas Liquids Trader

2008-2022: ExxonMobil Fuels & Lubricants Company,
Global Operations Advisor
Crude & Products Supply Optimization Lead
Coker Operations Manager
Operations Support Technical Supervisor
Energy Improvement & Utilities Technical Section Supervisor
Crude & Lubes Coordination Analyst
Lubricants Manufacturing Coordinator
Catalytic Cracking Unit Process Engineer
Oil Movements Process Engineer