

# Lane R. Peeler

13623 Belinda Court ♦ Houston, TX 77069 ♦ C: 281.900.7075 ♦ H: 281.583.5057

lpeeler925@comcast.net ♦ www.linkedin.com/in/lanepeeler

## OBJECTIVE

Senior Sales Professional seeking position within the Oil & Gas Service Industry

## CAREER SUMMARY

An accomplished sales professional with 36 years experience in Sales and Business Development with strong skills in strategic and partnership selling, relationship building, and exceeding goals.

## EMPLOYMENT

### **Victory Pipeline Services LLC**

*Business Development Manager*

October 2014 - March 2015

- Sales of services for Pipeline & Facilities Construction, Maintenance, and Integrity Management

### **Energy Maintenance Services**

*Account Manager*

December 2010- October 2014

- Sales of integrated solutions for all Pipeline Maintenance, Integrity Management and Plant & Power Services

### **Robert Britt & Associates, Inc**

*Sales Manager*

November 2009-October 2010

- Provide wellsite supervisors on drilling, workover, completion, and P&A projects for independent operators and major oil companies

### **Bico Drilling Tools, Inc. - Houston, TX**

*Senior Account Representative*

April 2008-August 2009

- Sales, leasing, rental of downhole drilling motors to directional drilling and thru tubing companies

### **Roper Pump Company - Houston, TX**

*Business Development Manager – Oil and Gas Products*

March 2002-April 2008

- Managed sub-surface product line
- World-wide power section sales to mud motor manufacturers; thru tubing, coil tubing, service, and rivercrossing/utility companies

### **Hawk Industries, Incorporated - Houston, TX**

*Sales Manager*

September 2001-December 2001

- Launched direct sales effort of automated power tong and pipe spinner sales to drilling contractors, independent operators and major oil companies
- Generated sales of \$1,500,000 in 90 days

### **Black Max Downhole Tools, Incorporated - Houston, TX (now National Oilwell Varco - NOV)**

*Sales Representative*

June 1998-August 2001

- Sales, leasing and rental to directional drilling companies, drilling contractors, independent operators and major oil companies

**Bico Drilling Tools, Incorporated - Houston, TX**

*Sales Representative*

October 1997-June 1998

- Sales, leasing and rental to directional drilling companies, drilling contractors, independent operators and major oil companies

**Eaton Oil Tools - Houston, TX**

*Technical Sales Representative*

May 1995-September 1997

- Sales and services: casing/window cutting, window casing scrapers, Gator Whipstocks, rotary, drilling and fishing jars; agent for Phoenix Premium Bits

**Drilex Systems, Incorporated – Houston, TX (now Baker Hughes INTEQ)**

*Technical Sales Representative*

July 1994-April 1995

- Motor and directional sales and service to major oil companies, operators and drilling contractors

**Reed Tool Company (now National Oilwell Varco - NOV)**

May 1990 – July 1994

*Area Sales Representative – Houston, Corpus Christi, TX; Regional Office Manager – Oklahoma City, OK;*

*Product Distribution Coordinator – Houston, TX; Field Sales – Beaumont, TX*

- Drill bit sales and technical service

**Smith International/Smith Tool (now Schlumberger)**

December 1979 – December 1989

*Domestic Inventory Coordinator – Houston, TX; Regional Sales Representative – Houston, TX*

*Regional Technical Representative – Houston, TX; Divisional Technical Representative – Shreveport, LA;*

*Field Sales – Shreveport, LA*

- Drill bit sales and technical service

**MAJOR TRAINING PROGRAMS**

University of Texas School of Drilling Engineers – Smith Tool Training Courses

Amoco Drilling Assistance School

**PROFESSIONAL MEMBERSHIPS**

American Association of Drilling Engineers

American Petroleum Institute

International Association of Drilling Contractors

International Association of Directional Drillers

Society of Petroleum Engineers

Gulf Coast - Drilling Study Group Treasurer 1999 – 2001

Gulf Coast - General Meeting Arrangements 1996 – 1999

Gulf Coast - General Meeting Treasurer 1992

**EDUCATION**

Baylor University – Waco, TX

May 1977

Bachelor of Arts in Oral Communications