

Charlie A. Rangel

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Professional Summary: A highly motivated bilingual Business Development Professional with hands-on Oil & Gas experience. Specializing in major flexible steel pipe equipment sales with management experience and identifying opportunities, reducing costs, and implementing marketing improvements in quality and productivity for Offshore/Refining /Onshore engineering client projects. I am a front-line leader where accountability is critical to company's success. Highly organized with the ability to manage multiple fast paced EPCM projects and consistently meet sales goals and deadlines. Adept at resolving issues with executive level clients, project managers, documentation, vendor relations, VP engineering, corporate attorney, business partners, finance and QA/QC.

Experience in the following areas:

- International Sales
- Sales trainer/Manager
- Negotiations
- Procurement Trainer
- Well control equipment
- Strategic Sales Planning
- Sales Presentations
- Superior problem solver
- Technical Drawings
- Engineering Flowlines
- Drilling applications
- resolve invoices
- <4M proposals
- Nadia, Salesforce
- Terms & Conditions

PROFESSIONAL EXPERIENCE:

TECHNIP- Umbilicals Division

Business Development Manager, North America & South America Drilling & Refinery - March 2013 - Present

Manage two flexible pipe product lines for the drilling and refining markets. First Regional sales manager to reach out to the onshore drilling segment consisting of contractors/operators in the Eagleford, Permian, Bakken, Marcellus shales for Technip. Implement strategic plan to gain market share %. Delivered effective presentations to drilling engineers and VP of operations to implement such products line as flexible pipe choke/kill, Vibrator, hydraulic, Mud, and cement lines applications. Also, responsible for visiting new and existing refinery and drilling clients all of South America. I managed 5 independent country reps (2 I brought in) that were responsible for reaffirming relationships and assured their given quota for flexible drain pipe/foam system on floating roof crude oil tanks at state owned refineries for specified region. Make sure reps met all forecasted Order Intake requirements. Led all technical trade exhibitions across region.

- Led my team in Order Intake -2nd Quarter 14' Quota was \$400K sold \$560k. 4th Q 14' quota was \$450 sold \$800K.
- Yearly 2013 Quota was 900k sold 1.2M. 2014 quota was 2.4M sold 2.5M. 2015 quota was 3.9M attained 4.1M (before cancellations)
- Drilling and EPC Clients include PattersonUTI, Trinidad, Drillmec, Helmerich & Payne, Ensign, Precision, Saipem, Honghua America, Huisman, ExxonMobil, BHP Billiton, GE, Key energy, Empresa Petroleo Chile, Sanchez, Nabors, Parker, Pioneer, Precision, Basic, Apache, Halliburton, NOV, Cameron, Apache, Ecopetrol (Colombia), PetroPeru, PetroEcuador, Petrex, PDVSA, Xodus Subsea (Pacific Rubiales Peru 2.1 M Riser Project)
- Presently the only Regional Sales Manager to bring in 40+ new drilling companies for budgetary RFQ's

TECHNIP -USA

Senior Buyer (Subsea & Onshore Division) -

June 2011 – March 2013

Procure, negotiate and handle all commercial agreements with suppliers on the companies Design, Fabrication, installation of complex EPCM projects. Source prices from vendors per assigned subsea projects in the Gulf Of Mexico. Create RFQ's, PO's, commercial bid evaluation and manage expeditors. Hold Kick Off Meetings on large procurement orders. Resolve all invoice discrepancies. Manage 2 Assistant buyers and their PO's. Provide weekly status reports to the Director and Project Manager.

- Subsea Ceasar Tonga (Anadarko) Project – pipeinpipe 27mile flowlines, 8 Pipeline End Terminations (PLET)
- Shenzi (BHP Billiton) Project- 2infield flowlines, 6 welded to steel catenary risers to connect 3 drill centers to production platform, PLET
- Tubular Bells (Hess/ Williams) Project- 28miles PIP Flowlines and Risers, Piles and 4 PLETS and structures
- Saved Technip Shenzi Subsea Project \$600K in span of 7 months. Saved Tubular Bells Hess /Williams \$700K
- Lake Charles LNG onshore (Trunkline) Project- FEED LNG

RI Staffing: Engineering Inside Sales consulting position in Oyo Geospace Engineering **Fall of 2009 - June 2011**

Negotiate contract pricing and terms as well as Prepared proposals. Developed RFP and informal bids..Sourced out for prices on vendors to meet requisitions assigned. Closely expedite commodities. Resolved all invoice discrepancies. Managed Assistant Buyers. Provided weekly financial analysis to arrive at financial impact and report finding.

SBM Atlantia Offshore

Project Buyer II-

Feb.2007 – June 2009

Procure for Offshore Semi-Sub Floating Production “Thunderhawk” Project (GULF OF MEXICO)

I was a project buyer who worked on SBM’s Design, Fabrication, Installation, and servicing of loading and offloading mooring terminals, and tanker-based floating production and storage systems for the offshore oil and gas industry. Negotiated domestic and international contracts, Interview vendors to ensure specifications per projects are met. Negotiate Terms and Conditions, lead-time and cost per unit item, Develop and issue RFQ, purchase orders, logistics, change orders and negotiate supplier commercial agreements to drive cost savings. Led Kick Of Meetings . Closely manage heavy topside and hull engineering commodities (\$2.5MillionMagnitude) for the FPU/ semi-submersible offshore project set deadline.

- Packages include: (\$200K to up to \$1.3 Million for each package, Hull-export launchers& receivers, column steel plate repair assembly, valves, stainless steel tubing, SPO swivel flanges, dehumidifier. Topsides-flame arresters, all Lab equipments, Lifeboats and davits, all topside trolleys, Navaid, pig detectors, tee strainers, wash-down skids, turbine flow-meters, trunnion floating ball valves, wet oil tank pumps, water maker pump)
- Vendors include Puffer Sweiven, Delta Eng, RTI energy, DXP Enterprise, Hilton Instruments, Signal.
- End user client for the Semi Submersible project: Murphy Oil USA and Shell FPSO and Calm Buoys
- 24/7 Hull re-assembly Site Buyer in the Signal International shipyard in Port Arthur Texas and saved SBM over \$800,000 on logistics, purchases in just 4 months.

Previous Experience: (Part time while in college)

Verizon Wireless Communications

Bilingual Assistant sales manager-

2004 - Jan 2007

Increase company revenue on mobile B2B sales for IT wireless voice ,software and data network , accessories and data. Lead team revenue for 14 straight months. Managed six sales reps which brought quarterly 3.2 million in gross profit and made whos who in the nation. Contributed to clientele base through Net ace software program and gather data entry for future mobile contract activations. Assure that customer technical changing markets conditions are assessed and communicated so that market opportunities for sales are realized.

- Increased gross profit margin from 17% to over 64% through proper planning and improved Top National Customer sales by 40%.

Education:

University of Houston Class of 2006, College of Technology: Bachelor of Science,

Major in Consumer Science: CS focuses on business practices in field of sales management ,supply chain & logistics

Professional Organizations:

- Member of American Association of Drilling Engineers AADE
- Member of the University of Houston Alumni Association
- Member of the International Association Drilling contractors IADC
- Member of the Oilfield Christian Fellowship – Houston Chapter
- Student Mentor at Spring Branch Elementary for 7 years –Junior achievement

Professional Attributes:

- Baker Communications Certificates- 2day win-win negotiation course & Effective Business Writing
- I am currently taking CPSM through institute of supply management online and Mandarin Chinese (Pimsleur).
- Refined negotiation and persuasion skills, fluent in both English and Spanish, work well under pressure.

Interests

- Softball, BPMS 150Bike Ride ,Golf,Rodeo 10K Run, Backyard Carpentry Projects, Music, WorldCup events