

Jeffrey Todd Hodges

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Objective

Dynamic, results-oriented sales professional with proven ability to increase market awareness and penetration through effective business planning, presentation, and relationship building - seeking a Sales / Business Development employment opportunity. Areas of expertise include:

- Target Account Selling (Value Selling, Business Alignment).
- Account Development / Management (Relationship Building, Client Retention/Resolution).
- Geo Market specific for Drilling, Completion and Production with Major Operators and Independents.
- New Product Introduction to emerging Markets for Revenue Generation & Alignment.
- Ability to work independently or within a team environment.

PROFESSIONAL EXPERIENCE

BEAR CREEK SERVICES – Sales / Business Development **2013 to Present**

- Account Development, Qualification and Alignment for Drilling and Production Contract Personnel for Major Operators and Independents located in Houston, TX and the surrounding area.
- Work with Operator's engineering staff to secure qualified contract personnel for field and office locations.
- Align and manage contract personnel within specific "Geo-Markets" for Operators.

WEATHERFORD INTERNATIONAL **2011 to 2013**

- MWD Field Operator for WFT Directional Drilling Services – South Texas & North East.
- Directional Drilling, MWD, LWD and Rotary Steerable sales to Major Oil and Gas Operators and Independents in the Houston, TX market and surrounding area.
- Classroom / Field Training – Directional Drilling, MWD, Rotary Steerable, Motary Steerable and Straight and Adjustable Motors (May 2011 to October 2012).
- Weatherford ONE Sales Training (Introduction, Effective Presentations and Resolutions).

STS-NOV, HOUSTON, TX – Inside Sales and Operations Manager **2006 to 2011**

- Work with existing Sales Staff and Business Unit Manager in Product Sales and Inventory.
- Generate RFQ's for customers and visit customer's worksites as needed.
- Insure compliance of STS-NOV Quality Policies and customer awareness.
- Maintain Key Accounts for Sales and Business Unit.
- Work within established geographical area to generate new business, increase revenue and offer service to existing customer base.

MIDWEST HOSE & SPECIALITY, INC., HOUSTON, TX- Field and City Sales **2004-2006**

- Targeted South Texas market for new business and company expansion.
- Opened District in 2005 for Business Unit and hired sales and staff to support district.
- Related field issues to management for client resolution and retention.
- Attended Quarterly Business Planning Meetings at Corporate Office.

MAX COUPLING & HOSE CORP., HOUSTON, TX – Inside and Outside Sales **2001 – 2004**

- Maintained out of state clients in the TX-LA Gulf Coast.
- Responsible for purchasing hose & fittings inventory for Company.
- Oversaw fabrication of special orders for high pressure hosing and fittings.

DAILEY PETROLEUM SERVICES – HOUMA, LA – District Operations & Dispatch 2000 – 2001

- Maintained available Drilling Jar & Fishing Jar Inventory for District.
- Responsible for Drilling Jar & Fishing Jar order taking and delivery to operator locations.
- Worked shop for load outs and unloads going to and returning from location.
- Insured Dailey Quality process was followed on working inventory.

BLUEWATER RUBBER AND GASKET – HOUMA, LA – Warehouse & Inside Sales 1995 - 2000

- Responsible for shipping and receiving inventory for three (3) locations.
- Responsible for the fabrication of industrial and hydraulic hoses.
- Processed all quotes for key clients requiring high pressure hosing.
- Processed all purchase orders for client hosing and delivery.

EDUCATION

SEALAND TECHNICAL TRAINING – HOUMA, LA - Training & Support 1994 - 1995

- Classroom Training & Job Support for Design, Fabrication & Installation of Commercial Air Conditioning and Refrigeration.

WEATHERFORD INTERNATIONAL TRAINING CENTER 2011 – 2013

- Successful completion of product line training in Directional Drilling, MWD, Motors, Safety, Rig Train and all Sales Training requirements for all sales employees.

REFERENCES

Available upon request.