

JONATHAN BRIAN

281-781-4337 cell
jonathan.brian47@yahoo.com

OBJECTIVE

Director of Sales-North America

SUMMARY

Oilfield marketing professional with over 13 years of sales experience. Responsibilities include coordinating the sale and rental of a diversified range of drilling and downhole equipment and well site services. Developed and maintained customer relationships in oil and gas production regions throughout the United States. Recognized for excellent skills in business development, sales administration and credit/collections.

PROFESSIONAL EXPERIENCE

TAM INTERNATIONAL-Houston,Texas

Technical Sales

2011-Present

- Responsible for growing the customer base and revenue for the East Texas, California, Alaska and Appalachian regions to over \$12MM annually for TAM by conducting face to face consultations and capitalizing on region specific opportunities.
- Consistent top sales producer by averaging \$6MM in annual sales throughout my career at TAM.
- Manage multiple third party distributors in areas where TAM does not have a service location.
- Work up quotes and proposals for potential customers by working with multiple intercompany groups.
- Oversee the quoting process from initial inquiry to quote delivery.
- Instrumental in implementing TAM's Gas Migration mitigation solutions for the Appalachian region.

PEAK COMPLETION TECHNOLOGIES- Midland,Texas

2010-2011

Houston Area Salesman

- Coordinate and conduct face to face meetings with oil companies to sell Peak's line of downhole completion tools.
- Develop and present quotes and wellbore drawings for prospective customers.
- Work hand in hand with the District Manager in Tyler to develop sales of oilfield commodity products to oil companies.
- Research and stay current regarding all new plays and prospective customers within these new and developing areas.

TESCO CORPORATION - Houston, Texas

2009

Executive Sales Representative

- Promoted top drives and other rig support services, by conducting face to face presentations to prospective customers throughout the United States which included drilling contractors and oil companies. These presentations enhanced the company image and product recognition in the marketplace.
- Managed the rental services for a fleet of hydraulic top drives which generated rental revenue of \$300,000 per month resulting in a 10% gain over previous months.
- Collected past due accounts of over \$1,000,000 by resolving billing discrepancies with customers which resulted in continued business and increased revenue generation with those accounts.
- Implemented weekly planning meetings for the development of sales forecasts resulting in more accurate forecasts.
- Collaborated with operations, service and accounting departments which resulted in the more timely and accurate completion of assignments.

- Responded to incoming calls for rental and sale requests ensuring calls were processed properly and the customer was served promptly.

SCOMI OILTOOLS - Dayton, Texas

2007 - 2008

Field Sales Representative

- Represented the full line of Derrick well site solids control equipment.
- Traveled to individual drilling rig locations within the Gulf Coast Region in order to meet with company representatives and conduct business development presentations which contributed to increasing sales to customers.
- Performed cost benefit analysis which met the needs and requirements of customers and achieved sales.
- Developed specific equipment and services quotes and proposals for each customer and drill site location.
- Scheduled and directed meetings with current customers which addressed performance issues and enhanced satisfaction with equipment and services.
- Coordinated weekly sales meetings with the sales manager and sales team which increased communication among the team and achieved efficiencies in the planning and implementation process of the sales unit.

Solids Control Technician

- Implemented logistics plan for the removal of solids and liquids from drill sites.
- Maintained and operated solids removal equipment ensuring the equipment was fully operational and delays were minimized.
- Catalogued and maintained reports regarding the removal of solids and liquids, as well as mud conditions which ensured information was accurate and could be efficiently retrieved
- Established relationships with the rig crew and company man to ensure customer satisfaction and retention.
- Collaborated with mud engineers ensuring correct mud weights and properties were achieved.

TURNER DRILLING - Gillette, Wyoming

2006 - 2007

Floor hand /Relief Operator

- Operated rig floor equipment for drilling and casing operations.
- Managed the repair of equipment and trouble shot mud pumps which helped maintain work schedules and minimized down time.
- Performed pipe connections.
- Utilized backhoe for digging and trenching at well sites.

NU WEST IMPORTS- Portland, Oregon

2002 - 2006

Outside/Business to Business Sales Manager

- Directed sales and set training programs for as many as 12 sales representatives at a time which resulted in higher revenues and better company representation.
- Developed a 300 customer productive sales route by business to business cold calling in a period of 6 months which resulted in monthly revenue of \$16,000.
- Implemented sales force recruiting by using the internet and also newspaper which resulted in more exposure to a higher number of qualified applicants.
- Operated an independent sales office which generated weekly revenue of over \$10,000.
- Supervised accounting, sales, warehouse inventory and payroll
- Scheduled and directed daily and weekly sales meetings which better prepared and motivated the entire sales force resulting in higher sales.

EDUCATION

High School Diploma-Campbell County High School-Gillette, Wyoming

ADDITIONAL EDUCATION

Baker Communications Value Added Selling Skills

Microsoft CRM

Company Training Seminars on Oilfield Equipment Installation, Operations and Maintenance
Successfully completed courses in Hydraulics, Thru Tubing Inflatable Packer Operations, Wireline Packer
Operations, External Packer Operations