
BUSINESS DEVELOPMENT MANAGER**Key Accounts / B2B / Brand & Product Management Special Events / Trade Shows
CRM /Sales, Margin & Share Growth /Consultative and Relational Sales**

Accomplished sales professional with the ability to win and expand Fortune 500 and smaller key accounts, and provide superior post-sales service leading to repeat and referral business.

Strengths include...

- **Opening new markets and launching new products**
- **Turning around accounts given up for lost**
- **Unseating well entrenched competitors**
- **Nurturing long, technical sales cycles to successful conclusion**

BA in Oral Communications Radio / TV / Film, Baylor University. Others describe me as persistent, tenacious, reliable and energetic, and a person who fulfills promises and meets deadlines.

Selected Accomplishments

Led expansion and drove growth. Recruited to expand Victory's markets. Played a key role in opening a new branch (operational yard and base) in West Texas (Permian Basin), the most active area in the oil & gas industry. Won invitations to bid leading to \$1.2M in new business in the first year.

Managed critical accounts. Called on accounts enabling EMS to bid their project work. Served as EMS liaison to Marathon Petroleum (EMS was a Gulf Coast Core Contractor) and ExxonMobil's Account Manager for Gulf Coast pipeline maintenance projects. In 2013, submitted \$240M and through September of 2014, \$148M in quotes.

Won a major account from the competition. Presented BICO's exclusive new "EvenWall" stator technology which outperformed the competition. Won two major accounts from competitors leading to \$10M in sales.

Won back an account given up for lost. Called on a prior Roper account and was advised they would never use Roper again because of product failures and slow response to calls for help. Formed a team and solved the problem. Convinced them to give Roper another try. Won back their trust and drove annual sales to \$8.5M.

Solved a quality problem and captured the market. Roper product failures were an obstacle to growth. Working with internal engineering and customers, redesigned the product that became the industry standard. Boosted total sales from \$1.8M to \$8.9M, secured 80% market share and achieved a 58% margin.

Opened a new, profitable channel. Previously, Hawk had sold exclusively through distributors. Called customers to persuade them to buy direct from the company. Sold \$1.5M of equipment in 90 days.

Employment History

Business Development Manager - Victory Pipeline Services LLC - 2014 to 2015. Founded in 2012, Victory Pipeline Services LLC was a \$6M oil & gas exploration company with 50 employees. Responsible for selling pipeline and facilities construction, maintenance and integrity management services.

Account Manager - EMS USA, Inc. - 2010 to 2014. Recruited to sell pipeline construction, maintenance, integrity management, plant & power services, and integrated solutions for this \$185M organization. Responsible for Marathon Petroleum, ExxonMobil, and OXY petroleum as key accounts as well as 30 minor midstream accounts.

Sales Manager - Robert Britt & Associates - 2009 to 2010. Retained by this boutique consultancy to sell wellsite guidance on drilling, workover, completion and P&A projects to independents and major oil companies.

Senior Account Representative - BICO Drilling Tools, Inc. - 2008 to 2009. Sold, leased and rented downhole drilling motors to directional drilling and thru - tubing companies for this \$170M organization.

Business Development Manager - Roper Pump Company - 2002 to 2008. A \$250M pump manufacturer. Managed worldwide sub-surface product line including power section sales to mud motor manufacturers, thru - tubing, coil tubing, service and rivercrossing/utility companies.

Sales Manager - Hawk Industries, Incorporated - 2001 to 2001. Managed sales of automated power tong and pipe spinner products to drilling contractors, independent operators and major oil companies.

Earlier, employed in sales positions in companies that provided equipment, tools and services to directional drilling companies, drilling contractors, independent operators and major oil companies.