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SUMMARY

Extensive experience in the Oil & Gas Industry (32 years) performing sales management & marketing of U.S. manufactured products and associated integrated service through a network of warehouses/service centers serving oil and gas service companies. Most recently, led growth strategies for an area which included South Louisiana. Highly committed to the ensuring company's success by working as a key team member to secure contracts for services, and large capital expenditures from clients. Experienced in partnering with major and independent service companies, major service company sub-contractors, OEMs, well test companies and supply stores.

PROFESSIONAL EXPERIENCE

FMC TECHNOLOGIES (Fluid Control Division)

1995-2015

Major Accounts-Sales Support Manager (2011-2015)

- Managed sales and service support for multiple Schlumberger entities.
- Led a team to increase revenue of product sales, service, and TPR rental for 3 consecutive years.
- Worked on major requirements for SLB Well Services (U.S.), SLB Well Intervention, and provided technical support, plus managed customer service requirements for Schlumberger PPC Capex volume originating from their Sugar Land operations.
- Assisted with new product development and field testing of FMC proprietary products.

Regional Sales Manager (2002-2011)

- Managed territory sales and growth for "high pressure" pumping equipment to multiple clients including Halliburton, Schlumberger, and BJ Services.
- Worked closely with service company districts, OEMs, and other clients on product and service requirements to reduce their operating costs.
- Worked with customer operations personnel to evaluate needs and expedite product and service requirements to enhance their revenue stream, and to support customer compliance initiatives for inspection and safety of high pressure treating iron.
- Strong focus on growth of product sales and service revenue to major, and independent pumping service companies, well testing companies, general oilfield (OEMs) and supply stores
- Initiated/conducted team selling activities with R&D Engineers to perform field tests with customers for new products and enhancements to existing products.

Mid-Continent Area Sales Manager (1995-2002)

- Responsible for all products and service sales in the Mid-Continent area (Texas, Oklahoma, Kansas, and SE New Mexico).
- Reviewed sales of manufactured products to the General Oilfield through (5) each Manufacturer's Reps. located in the territory. Established a strong focus on growth and expanding the product line.
- Generated new accounts for FMC Flowline Products and increased incremental sales well above the growth % in market activity during this "cyclical" period in the oil and gas industry.
- Provided excellent sales and technical support to the major service company regions (District Operations and Maintenance personnel) by providing presentations during quarterly APT meetings to solidify FMC's position as the premier provider for treating iron and inspection services.
- Worked very closely with Dowell sub-contractors (Tulsa) on Capex requirements for pressure pumping equipment for stimulation and cementing operations.

CONTINENTAL EMSCO (formerly LTV Energy Products)

1982- 1995

Senior Production Equipment Representative (1994–1995)

- Responsible for Houston account sales and marketing of API monogrammed subsurface and surface production equipment to oil and gas operators, plus territory sales for CE's Southern Region.
- Worked with engineers and operations personnel to evaluate well equipment design and downhole pump recommendations for new and existing producing wells.

International Sales Manager (1990-1994)

- Business development, sales management and marketing of DuraTech Products (production equipment) into the Intl arena.
- Reviewed performance of Agents who represented Continental Emsco.
- Increased sales of sucker rods and pumps, valves, and associated production equipment into new markets in Europe, Middle East, SE Asia, and Latin America.

Regional Sales Manager (1986-1990)

- Direct sales and management of DuraTech production equipment products into the West Texas market.
- Supervised (3) direct sales reports and (1) warehouse manager.
- Responsible for Profit & Loss for the Midland Region where gross sales were \$ 700K/ month.
- Sales and manufacturing interface with 13 company-owned oilfield supply stores (primary distribution network).

Sr. Product Specialist (1984-1986)

- Field sales for production equipment to Oil & Gas operators in the Permian Basin.
- Primarily focused on direct selling and sales support for sales through to CE's network of (7) supply store locations in West Texas.
- Increased sales of new products (Fiberglass Sucker Rods) by performing sales, application engineering design, and technical support on location

Product Sales Representative (1982-1984)

- Entry level sales position based out of one of the CE manufacturing plants.
- Supported product sales to end-users and as a liaison between CE field supply stores within U.S.
- Responsibilities included quotations, order entry, special projects, advertising, etc.
- Provided technical product support to both "internal" and external customers

EDUCATION

BBA in General Business & Marketing

Sam Houston State University

PROFESSIONAL AFFILIATIONS

Society of Petroleum Engineers