

**Royce White**

***ROYCE WHITE PROFESSIONAL RESUME***

*rdws67@yahoo.com*

**903-522-1759**

***Kilgore, Texas***

# ***ROYCE WHITE PROFESSIONAL RESUME***

## **Professional Summary**

**Talented Salesman effective at building loyalty and long-term relationships with customers while exceeding sales targets.**

**Persuasive Account Manager skilled at developing a diverse and large client base. Constantly looks for new ways to promote products and build professional network ties.**

**Quality-focused Account Manager focused on driving sales and maximizing profits. Directs sales teams with enthusiasm.**

**Persuasive sales professional offering extensive hands-on experience prospecting for new clients in new markets.**

**Account Manager driven to increase sales in established accounts while reaching out to new potential clients. Market expertise in Equipment, Service and Customer Needs.**

**Highly effective Account Manager bringing Customers satisfaction along side the Company satisfaction to maintain a close relationship to maintain the business.**

**Account Manager accomplished in managing customer service for numerous top accounts while simultaneously exceeding sales goals on new and existing products.**

**I am going to maintain my extensive experience in account and customer relationship management. I will cultivate, nurture and maintain long-term customer relationships to boost sales and grow brand visibility.**

## **Skills**

Sales including Cold Calls Management  
Training Territory sales management  
Hiring Building Customer Relations  
Knowledge of Lean Process

Computer Skills

### Work History

#### Princess Three Operating, LLC

Sales/Project Manager 6-2014 to 3/2015

#### Princess Three Operating, LLC

Sales/Quotes/Program Procedures/Scheduling Rigs & Moves

#### Smith/Schlumberger Fishing & Remedial

District Manager 2/22/2012 to 3/27/2014

Managing facility in East Texas to OK/South Texas/West Texas/  
Hiring /Training/Sales/Budgets/Quotes/Collecting/Purchasing/  
Decision Making from top to bottom/Responsible for P&L.

#### Smith Schlumberger Down Hole Tools

Senior Executive Sales 03/2009 to 02/2012

Smith/Schlumberger Drilling/Completion Tools – Shreveport, 71129, LA

Called on Major Oil and Gas Drilling and Completion Offices

and Field Offices in East Texas and North Louisiana.

Selling and Rental of Down hole tools and services.

- Oversaw sales forecasting, goal setting and performance reporting for all accounts.
- Developed competitive comparison tables of Tools and Service pricing, fees, ratings, category and product performance to use for account sales calls.
- Monitored market activity and quoted pricing to maintain healthy profit margins.
- Negotiated prices, terms of sale and service agreements.
- Organized joint sales calls with current customers and outside vendors.
- Maintained a central database of key contacts, risk ratings, financial impact and key issues.
- Built client relationships by acting as the liaison between the customer service and sales teams.
- Analyzed and reported on weekly customer activity, business trends, and areas of concern.
- Contacted regular and prospective customers to explain product features and solicit orders.
- Consulted with clients after sales and contract signings to resolve problems and provide ongoing support.

- Obtained and evaluated credit information about prospective customers.

**NOV/Reed-Hycalog Bits**

Field Sales/Field Sales Manager/Account Manager 06/1998 to 03/2009

NOV/Reed Hycalog Bits – Tyler, TX

Field Sales in North East Texas Area covering from 18-54 Drilling Rigs on 24 Hour call. Selling, Planning, Delivering and Consulting with Operators to get the best performance from my products.

- Oversaw sales forecasting, goal setting and performance reporting for all accounts. with awards of 2 to 3 Million dollars each year.
- Acquired \$16 million in sales revenue in 1 year together with 1 other Account Manager in North Louisiana.
- Negotiated prices, terms of sale and service agreements.
- Created sales contacts with on- and off-premise accounts.

**Education**

**MBA: Business 5-2005 Brunswick University - Laurel, MD**

- Continuing education in Going to Night School and Online Classes from 1982 to 2005

**Associate of Applied Arts: Business/Management 5-1982 Kilgore College - Kilgore, Texas**

Going to night school the complete time and working a 10/12 hour day.

**Honor Graduate**

**High School Diploma: Math 5-1965 Kilgore High School - Kilgore, Texas**

**References:**

**Royce White Reference Sheet**

Dan Blocker  
Dan Blocker Consulting  
President/Owner  
Previous Customer For 20+ years  
903-234-2093

JD Defenbaugh  
Conquest Drilling Fluids  
Executive Sales  
Co worker for years/Friend 20+ yr.  
903-262-8660

Danny Sorrells  
Schlumberger  
South East Sales Manager  
Co worker/Report Supervisor  
903-579-3000

Debbie Watley  
AT&T  
Sales Manager  
903-918-0969

Additional information from my work history.

This letter is to express my interest in the Position you have listed.

The Resume I have on file does not go back to cover the information I am going to add to this letter.

I worked for Stemco Mfg. in Longview from 1968-1988 starting as employee and working  
Up to Supervisor.

My first advancement was in about 1 ½ years to Lead man, then at about 4 years to Foreman,

Then I was put in a Industrial Engineering position to work with Forman that was going to retire And to get all the information out of his head and get it into Operation Manuals so anyone Could move into that job and do it. After getting that done and he retired I worked his job For 6 months to make sure it worked.

Then I was assigned a larger task to supervise a department that was in the red and make it More efficient, more productive, and Improve the Quality. This was successful and we had added Better equipment and laid it out in a more Lean setting for the work flow.

After 8 years in that department the company moved me to another department where they Had Bought another company and they wanted to move it to Longview and Produce the goods Here. So that was my next challenge as I learned about the product and had all the Bluprints, I gradually started assembling them in a small room, then I hired a person and trained that person To manage it and we got a little larger area and hired a few more people and trained them.

Next step was moving the facility from New Jersey to a 200 sq. ft. space in the Longview facility. We did that and I hired a total of 12 people to produce the same number of units that they Had produced in a union shop with 4 times the number of people.

I did the same thing with 2 other companies that we purchased and moved from up north To Longview and started up.

After I left Stemco I started my own business in the Oil and Gas drilling business and progressed Forward from there.

I look forward to a challenge and put my all into it.

I appreciate you looking over my Resume and letter and if you have any questions feel free to call or email me at any time.

Sincerely,

Royce

