

Stuart A. Estes

633 S. Rivershire Dr. Conroe, TX 77304
Cell: 713-309-5731 Home: 936-242-6132
stuart_estes@ymail.com

PROFILE/QUALIFICATIONS

I have an extensive background in city and field sales development. I can operate independently and as part of a team focusing on networking and relationship building within the oil industry.

CAREER EXPERIENCE

DISTRICT ACCOUNT MANAGER / CITY AND FIELD SALES

Progressive Drilling Concepts – Houston, TX **2015-Present**

- Interacting with established and prospective customers demonstrating drilling performance to ensure the achievement of individual and corporate sales and profit goals.
- Travel in the field to rig sites to retrieve, drop off products and follow-up provide support.

DISTRICT ACCOUNT MANAGER / CITY SALES

Archer Directional Drilling Services – Houston, TX **2012-2015**

- Represents the company at industry associations to increase exposure and generate sales.
- Increased customer base with establishing new customer relationships.
- Network across company divisions to achieve and establish RFQ and RFP with major oil operators.

DISTRICT ACCOUNT MANAGER / CITY SALES

Stryker Directional – Houston, TX **2011-2012**

- Established ISNet World with major operators.
- Represented the company at industry associations and events.
- Increased exposure and generate sales for horizontal and directional services.
- Established and maintained excellent customer relationships with existing and new customers.
- Secured and established multiple MSA's with major oil companies.

DISTRICT ACCOUNT MANAGER / CITY SALES

Aim Directional – Houston, TX **2010- 2011**

- Increased customer base with major operators.

- Created and maintained relationships in the north and south east region of Texas.
- Successfully increased horizontal and directional sales to meet monthly, quarterly and yearly quota.

DISTRICT ACCOUNT MANAGER / CITY AND FIELD SALES

Scientific Drilling – Houston, TX

2008– 2010

- Maximized revenue and profits through the sales and marketing of MWD, Gyro, Steering tools, Directional and Production Logging services.
- Securing profitable sales by creating and maintaining superior relationships with new and existing customers.
- Represents the company at industry associations to increase exposure and generate sales.

DISTRICT ACCOUNT MANAGER / MANUFACTURING

Stabill - Drill – Houston, TX

2005 – 2008

- Successfully selling Stabilizers, Nonmag Collars, X-O's, Roller reamers, and other rental equipment to oil producers to accomplish sales targets and objectives.
- Reworked and manufactured down hole tools.

DISTRICT ACCOUNT MANAGER / CITY AND FIELD SALES

Drill Motor Services – Houston, TX

2003 – 2005

- Performance drillings sales of PDM's to operators and service companies.
- Presented project quotes to customers demonstrating cost effectiveness of the product.
- Created and maintained relationships in the north and south east region of Texas.

DISTRICT ACCOUNT MANAGER / CITY AND FIELD SALES

Andergauge – Houston, TX

1998– 2003

- Successfully selling to oil producers to accomplish sales targets and objectives.
- Forecasted annual, quarterly, monthly, weekly sales reports and conducted market research.
- Prepared and presented corporate proposals to customers.
- Demonstrated and presented products and services at International Trade Show.

Field Operations

1996-2005

- Field experience in management of the Underreamer, stand-alone survey tools, Adjustable Stabilizer.
- Experience in monitoring Hydraulic float equipment.

CERTIFICATIONS

Basic Drilling Overview ... Fundamentals of Petroleum ... Directional Drilling Seminar ...
Sales Training International