

THOMAS F. VOGT

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SUMMARY

A seasoned sales professional with over 25 years of sales and leadership experience. Extensive management, project development, negotiations, sales and marketing expertise, which has significantly contributed to bottom line results. Expert at identifying key decision makers, establishing productive relationships, monitoring and analyzing competitors' product lines, market position, pricing, and service levels.

PROFESSIONAL EXPERIENCE

Independent Consultant – Houston, Texas

2015 - 2016

Business Development (08/2015 –)

Provided business development guidance and leadership, primarily for Petrofac, Inc.'s EPS West operations in Houston.

PROSEP, INC – Houston, Texas

2015

Director of Business Development - Americas (02/2015 – 08/2015)

Directed the domestic and international sales and business development activity of a custom-engineered process equipment provider.

- Managed a sales team tasked to generate new inquiries and projects within Latin America and North America, particularly in the produced water market.
- Left as result of significant downsizing driven by the Oil & Gas market contraction.

POLYFLOW, LLC – Houston, Texas

2014

Vice President of Sales and Marketing (04/2014 – 10/2014)

Manage and direct all aspects of the Sales and Marketing effort for a private equity backed manufacturer of spool-able Reinforced Thermoplastic Pipe (RTP).

- Responsible for developing and executing a sales strategy for 100% year over year growth.
- Developed individual market strategies for new and existing territories.
- Managed sales team consisting of a sales director, 6 territory managers, and an inside sales coordinator. Mentor, train, and assist on both individual and team levels. Managed international partners in Mexico and Colombia.
- Exceeded revenue and earnings targets during my tenure, left in advance of a board-driven management change which included the CEO.

CALTEC LTD. – Houston, Texas

2011 - 2014

Sales Director (12/2012 – 04/2014)

Direct and manage a global team of regional sales managers and application engineers responsible for selling novel and proven technologies into the Upstream Oil & Gas client base.

- Direct responsibility for all aspects of a sales team comprised of six, regionally based sales managers covering the Far East, Middle East, Europe, Latin America, North America West Africa.
- Generated a Strategic Market Analysis with input from Marketing along with sales plans and strategies for individual product lines along with 5 -year revenue and earnings forecast.
- Responsible for establishing product pricing and setting sales margins, negotiating contract terms, preparing and managing agent agreements and payments.

Regional Manager – Western Hemisphere (06/2011 – 12/2012)

Responsible for managing the technology push of production enhancement and compact separation solutions into a virgin market.

- Utilized existing industry contacts to open up the Latin American market with for Vent Gas Recovery that resulted in multiple sales.
- Established a customer base from scratch in the Canadian and Alaskan upstream O&G market that included Hilcorp, Nexen, Shell, Taqa, Talisman and Encana.

PROSEP TECHNOLOGIES, INC. - Houston, Texas

2008 - 2011

Business Development Manager – Americas (03/2009 – 05/2011)

Primary responsibility for identifying oil, gas and water treatment applications for the United States, Mexico, Ecuador, Colombia, and Brazil and launching new Produced Water Treatment line.

- Managed and directed the activities of a network of representatives in Latin America and North America including identifying opportunities and developing market strategies.
- Negotiated contract terms, prepared and managed agent agreements and payments.
- Directed and coordinated budget and firm tender responses with the engineering and process group.
- Directed technical solutions and provide guidance on the design of engineered systems.

Product Manager – Produced Water Treatment (09/2008 – 11/2010)

Given a blank piece of paper to develop conventional produced water treatment line for the organization.

- Developed sizing programs, data sheets, drawings, proposal templates and presentations for Skim vessels, Corrugated Plate Interceptors, Induced Gas Flotation units and Nutshell Filters.

CAMERON PROCESS SYSTEMS - Houston, Texas

2002 - 2008

Account Sales Manager – Water Treating

Primary responsibility for managing Seawater and Produced Water Treatment portfolio for a territory that included West Africa, Onshore/Offshore Gulf Coast and Mexico to upstream and downstream clients. Developed new relationships with local and international producers and engineering companies that led to over \$70,000,000 in new business over a 6-year period.

EDUCATION

Bachelor of Arts – Pre-Law, University of Houston, 1990

ADDITIONAL TRAINING

Challenger Sales Training – August 2013

P-2 Production & Processing Course - December 2001

Oil Patch Survey - October 2001

Effective Negotiating Follow-On - January 2000

Value Selling Skills - December 1999

Effective Negotiating - March 1998

Regular professional development through Society of Petroleum Engineers and the PWS

OTHER

Proficiency in latest versions of Excel, PowerPoint, Word, Visio, and Salesforce

Officer- Society of Petroleum Engineers - Project, Facilities & Construction Committee 2001-2016

Advisory Board Member, Multiphase Pump User Roundtable – 2012 to 2014

Board Member, Adventure School, 2015 to present

Active in church, Kairos prison ministry, serve on board of the KPMI UAC for the Darrington unit

Conversational in German, Spanish and an adept public speaker

Married 26 years with 3 children