

DONALD P. VILLEMEZ, SR.

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SUMMARY

Professional with extensive experience in strategic sales for various industries, specializing in the oilfield industry. Proven track record of conceptualizing new technology and transitioning it into a thriving enterprise. Experienced in supervision and personnel training.

PROFESSIONAL EXPERIENCE

WEATHERFORD INTERNATIONAL LTD, SES, Houston, TX 8/2009 2/2015

Technical Sales

Responsible for the sale of solid expandable products to internal and external customers.

- Developed presentation and presided over lunch and learn opportunities to both internal and external customers.
- Responsible for the sale of first HydraSkin job in North America and the sale of a new world record 7,000' cased-hole MetalSkin liner which included services for 8 carry along Weatherford product lines. (\$1,600,000)
- Promotion of a "One Weatherford" concept to our internal customers, soliciting aid in bringing this emerging product line to market.
- Mined and manage external customer base to define potential customers and educate them as to how the SES product line can be a solution to their drilling and production challenges.
- Customer entertainment and technical support.
- Gathering data and opportunities for other product lines as well as SES and utilizing the Sales Force reporting system.

INDUMAR PRODUCTS, INC., Houston, TX 8/2008-8/2009

Director of Business Development

Responsible for hiring and supervision of inside and outside sales personnel, setting up distribution and market strategy for all company manufactured products.

- Re-structured sales territory assignments.
- Established criteria and accountability reporting for sales force.
- Established criteria for structuring distribution domestically.
- Brought structure and order to the organization.

ENVENTURE GLOBAL TECHNOLOGY, Houston, TX 5/2006-8/2007

Project Development Manager

Management and business development of solid expandable casing for well remediation projects.

- Coordinated the data mining with clients to feed proposal, risk and pricing models.
- Directed the proposal development process, contract negotiations, post-job adjustments with clients, partners and/or subcontractors.
- Assisted with engineering, technology and business development strategy formulation. Developed "multi-well project" approach which provided greater value proposition to customer and more dependable revenue stream for company.
- Generated target list of potential projects under development valued at \$140,000,000.

TRICAN PRODUCTION SERVICES, New Orleans, LA

2/2004-1/2006

Technical Sales Representative

Presented new technology (composite down hole liners and velocity strings) to oil operators in markets in Texas, Louisiana and Mississippi.

- Established an office in New Orleans and initiated sales program for offshore and onshore market.

FIBERSPAR CORPORATION, New Orleans, LA

10/2001–11/2003

Sales Representative

Represented manufacturer of spoolable composite line pipe for oil industry flowlines and transmission lines. Sales territory included Texas, Louisiana and Mississippi.

- Established an office in New Orleans, LA and initiated sales program for offshore and onshore market.
- Achieved position of #1 salesperson for the year of 2002.

SYSTEM PIPE & SUPPLY CO, INC., Houston, TX

8/1999–7/2001

Sales Manager

Developed territory from Corpus Christi, TX to New Orleans, LA as sales representative for oil country tubular supply company.

- Developed \$17,000,000 in quoting opportunities per year with high new-customer ratio resulting in a 33% increase of inquiries over previous years.

EDUCATION

B. S., Management, Louisiana State University of New Orleans

PUBLICATIONS

Reclaiming Lost and Forgotten Oil and Gas Through the Use of Solid Expandable Tubulars (Society of Petroleum Engineers 3-07)