



# TRAVIS LAMNEK

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PRODUCT MANAGER — TAILORING SOLUTIONS TO MAXIMIZE RESULTS

ANALYTICAL | AUTHENTIC | EFFICIENT | PURPOSEFUL

## Summary

Accomplished business development manager combining over 20 years of customer service with more than 15 years driving business growth through corporate and product management, relationship cultivation, consultative selling, and optimizing solutions. These strategies generated long-term, mutually beneficial relationships personally and professionally within the international oil and gas industry.

An executive leader adept at product management, detailed cost estimations, product support, contract management, business and market analytics, optimizing project and customer oriented solutions consistent with strategic, operational and financial goals with a proven knowledge with full product life cycle, organizational change management, strategy formulation and implementation within global matrix organizations.

## Skills

- Product Management
- Project Development Management
- Business Development
- Strategic Planning
- Commercial Management
- Business Analysis
- Solution Optimization
- Consultative Selling
- Relationship Cultivation
- Project Management
- Supply Chain Integration
- Training & Mentoring

## SOFTWARE EXPERTISE

- MS Office: Word, Excel, PowerPoint
- Outlook, MS Project and AutoCAD
- Adobe Acrobat, Photoshop, InDesign
- Salesforce and custom CRM software
- MS Access, SQL Server, Oracle
- MS Dynamics A/X, SAP, Prophet21
- SharePoint, Visual Basic

## Headlines

- o Over 10 years of experience managing product lines, systems and corporate strategical concepts
- o Point of View: improve it 1% every time you touch it
- o Launched global sales support business unit, establishing new processes and training conceptual through detailed functions, bridging sales offices, product managers, and manufacturing facilities from opportunity through contact acceptance through project stages
- o Led regional corporate rebranding and awareness campaigns, ERP and CRM implementations, and custom software generation
- o Strategic product management through market analysis, customer consultation, organizational assessment, and solution optimization
- o Able to recognize root challenges and systematically develop solution and implementation strategy
- o Recognized for outstanding communication, organization and interpersonal skills
- o Customer service and satisfaction given highest attention and priority to both internal and external customer base
- o Consultative and integrated solution minded, targeting the solution to the critical major stakeholder criteria
- o Adaptable to work and software environments
- o Proficient analysis of markets, targeting areas of high returns and developing strategies to meet goals
- o Effectively communicate with technical and commercial personnel discerning root challenges and developing ideal solutions at each stage of the product life cycle
- o Meticulously develop and convey intricate technical product and corporate presentations
- o Company / product marketing improvement through market analysis, advertising campaigns, promotions and events
- o Successful collaboration with internal and external stakeholders at all levels of business operations
- o Strategic relationship management, leveraging significant long-term, mutually beneficial relationships
- o More than 20 years of customer service experience
- o Dedication to organizations and continuous growth proven with multiple promotions at each entity

## Education

### BACHELOR OF SCIENCE: COMPUTER INFORMATION SYSTEMS

with advanced focus in General Business and Marketing  
University of Houston – Victoria  
Graduated cum laude 2001

## Professional Experience

### TSC GROUP HOLDINGS – HOUSTON, TEXAS 2008 - 2017

#### Manager – Global Tenders & Quotes: 2013 to 2017

- Business Development, Project Development Management, Solution Optimization
- Group Support Function Development, International Collaboration, Business Auditing
- Process Development, Operation Improvement, Training and Mentoring
- Commercial Management, Cost Estimating, Cost Loading, Market Value Analysis
- Project Management, Project Scheduling, Cash Flow Generation, Resource Planning
- Supply Chain Integration, Vendor Management, Technical Publications, Doc Control
- Product Management, Sales Forecasting, Budget Generation, Personnel Management
- SharePoint site generation and management, CRM system implementation

#### Deputy GM – Integrated Solutions: 2011 to 2016

- Business Development, Project Development Management, Solution Optimization
- Contract Negotiations and Management, Consultative Selling, Project Planning
- Product Management, Technical Presentations, Marketing Analysis & Benchmarking
- Proposal Generation, Global Sales Support, Technical Publications, Business Analysis
- Sales Forecasting, Budget Generation, ERP system consultation and implementation

#### Regional Sales & Marketing Manager: 2013 to 2014

- Business Development, US & International Account Management, Consultative Selling
- Technical and Commercial Solution Development, International Collaboration
- Business Development, Marketing Analysis, Product Benchmarking, Global Support
- Event Management, Budgeting, Marketing Literature Development, Graphic Design
- Cost Estimating, Cashflow Generation, Relationship Cultivation
- Personnel Management, Team Leadership, Training & Mentoring

#### Inside Sales Manager: 2008 to 2014

- Inside Sales Support, Cost Estimations, Proposal Generation, International Travel
- Business Development, Market Analysis, Relationship Cultivation, Global Support
- Technical Solution Coordination, International Collaboration, Project Drafting
- Personnel Management, Training & Mentoring, Technical Publications
- Marketing Literature Development, Graphic Design, and Event Management
- Generate custom proposal generation and tracking software platform

### AKER SOLUTIONS – HOUSTON, TEXAS 2001 - 2008

#### Inside Sales Manager: 2005 to 2008

- Inside Sales Support, Cost Estimations, Proposal Generation
- Business Development, Market Analysis, Relationship Cultivation
- Technical Solution Coordination, International Collaboration, Project Drafting
- Personnel Management, Training, Technical Publication Generation and Editing

#### Marketing Coordinator: 2003 to 2008

- Regional Marketing Management, Market Analysis, Promotion Management
- Marketing Literature Development, Graphic Design,
- Trade Show Management, Special Event Management
- ERP system integration and implementation (SAP)

#### Project & After Sales Coordinator: 2003 to 2005

- Coordinate with clients with products delivered to market: spare parts and service
- Generate spare part quotes and Manage spare part orders / deliveries
- Coordinate regional projects on behalf of global entity; Project Drafting

#### Technical Bids Coordinator: 2001 to 2003

- Generate proposal database for generating and tracking proposal status
- Technical collaboration with engineers and product managers
- Create proposal templates in line with corporate visual identity
- Generate custom proposal generation and tracking software platform

## PROFESSIONAL TRAINING

- o Six Sigma
- o Effective Technical Writing
- o Exceptional Customer Service
- o Effective Leadership
- o Consultative Selling Skills
- o Adobe Design Suite Certification
- o Finance for Non-Financial Managers

## Affiliations

- o American Association of Drilling Engineers
- o American Petroleum Institute
- o International Association of Drilling Contactors
- o Society of Petroleum Engineers
- o Oilfield Christian Fellowship
- o U.S. Soccer Federation
- o U.S. Golf Association

## HOBBIES

- o Furniture Design & Construction
- o Home Design, Construction & Remodel
- o Youth Soccer Coach
- o Golf and Soccer
- o Pub and Backyard Games
- o Mentoring
- o Humanitarian and Disaster Relief Volunteer

## References

### William Lewis:

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### Robert Shinfield:

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