

## **PRODUCTION SPECIALIST**

### **2 years - Business Development USA**

#### **Denver, Colorado – February 2007 to March 2009**

Work closely with the Account Managers in developing solutions for Rockies and California based clients in all aspects of product offering: drilling, reservoir and production engineering, and information management. In addition, I coach mid career professionals and maintain a knowledge base on production data management systems within the organization.

### **2 years – Production Business Development USA**

#### **Houston, Texas – January 2005 to February 2007**

Responsible for generating production software revenue in the US. Increased production software sales to \$3.4M USD for the US market in 2005. Managed a small group of engineers by setting objectives, training schedules and prioritizing client activities. Coordinated business activities across product lines (Wire line, Well Services, Drilling).

At the start of 2006, developed market strategy and three year plan for how the US area will meet the production software sales targets in the US. Introduced new field data capture technology to the US market.

### **2 years - Production Business Development Middle East**

#### **Al-Khobar, Saudi Arabia – November 2002 to December 2004**

For KJO (Khafji Joint Operations) performed a production data management site assessment, followed by a \$1.4M USD sales of software, plus wrote the initial project plans and deployment documentation for KJO's production data management system.

### **2 years - Product Champion Real Time Production Data Delivery – Corporate**

#### **Houston, Texas – Sept 2000 to October 2002**

Developed new business opportunities in the areas of production integration and data delivery to the engineer's desktop. Primary responsibilities include the development of delivering high frequency real time production data to a web browser and data management infrastructure for engineers and managers to access. Responsible for providing field support to clients and Schlumberger global areas (geomarkets) with regards to the following: production applications, production data management, site assessments and production software.

## **OTHER PROJECTS**

### **Subsurface Toolkit Advisor – Houston, Texas – 1 year**

Worked in a team environment with Marathon production, reservoir and drilling engineers reporting to the VP of Production to investigate current subsurface applications and information management practices for Marathon operations worldwide. Deliverables included: the "as is" scenarios and a roadmap to move the company forward with an information management system and applications to support their operations and engineers.

### **Oilfield Manager Deployment – Houston, Texas – 1 year**

Successfully implemented production surveillance software into Vastar's environment as technical lead in a project team. Coordinated the development of an Oracle project database that delivers data through ODBC direct connect from three main sources.

## **PREVIOUS EXPERIENCE**

### **Product Champion – London and Aberdeen, UK – 2 years**

Responsible for marketing, sales, support and training to European and African clients. Developed services for StatOil, Shell Expro and Mobil North Sea. Contributed to client software forums in Europe (Prague, Cannes and Paris) by initiating the first of several sessions in the production domain.

## **INDUSTRY CONTRIBUTIONS**

Experience in general aspects of reservoir, operations and drilling engineering

- Participated in reservoir studies on the following Canadian fields: Batttrum (fire flood), Pembina (water flood), Carson Creek and Swan Hills (miscible flood).
- Conducted economic evaluations of properties for deposition and acquisition for a multi-national petroleum company.
- Assisted in preparation of profit plan, objectives and reserves for major oil company.
- Operated a sour gas miscible injection plant and all production and injection wells.
- Roughnecked on all sizes of drilling rigs throughout Western Canada.

## **CAREER HISTORY**

Al Khobar, Saudi Arabia - 2 years  
Production Business Development

Houston, Texas - 2 years  
Real Time Data Delivery Champion

Houston, Texas - 1 year  
Technology Solution – Production Engineering

Gatwick and Aberdeen, U.K; - 3 years  
Account Manager and Marketing Engineer  
in Europe and Africa

Houston, Texas – 5 years  
Director of Support & Corporate Account Executive  
Aacquired in April 1996

Calgary, Alberta - 3 years  
Sr. Technologist - Reservoir Engineering

Rainbow Lake, Alberta – 3 years  
Production and Plant Operator, Technician

Canada - 5 years  
Roughneck and Motorman in Western Canada

Various Canadian locations – 5 years  
Summer Student Roustabout

## **EDUCATION**

Southern Alberta Institute of Technology – Calgary, Alberta  
Petroleum Technology Program  
Production Diploma - 3.5 GPA (4 point system)

Project Management: certified at PRINCE2 Foundation level

Development courses include: Prince 2, Powerlift (ESP optimization), Reservoir Optimization, Power Messaging, Ration Unified Process, Use Cases, Powerful Presentations, ODBC basic concepts, Drive and Survive, Sales Training level B, PowerPlan Basic (Drilling program from Anadrill), Product sales training, Intro to Finder, Economic Evaluation, Pressure Transient Analysis, Core Analysis, Basic Programming in "C", Echometer, First Aid, C.P.R., H2S Alert, and Fire Schools.