

# Ty R. Resume

**Ty**  
**R** [Redacted]

Address | City, State Zip  
555.555.5555 | email address

## PROFILE

An experienced manager dedicated to bringing positive contributions and adding value to the workplace; a natural problem solver skilled in establishing and building client relationships, negotiating mutually beneficial contracts, and closing the sale; an innovative leader experienced in team development, exceeding standard expectations and ensuring achieved quality standards.

## KEY COMPETENCIES

- Product and Service Optimization
- Stakeholder Commitment Negotiating/Closing
- Well Completion Procedures
- Performance Improvement
- Process Improvement
- Re-Frac Technology
- Operational Management
- Microseismic Operations
- Myers and FracPro
- Strategic Planning
- SAP, Oracle, JDE

## PROFESSIONAL EXPERIENCE

**TRICAN WELL SERVICES** | [Redacted], Texas

**May** [Redacted] **to present**

### Mid Con Account Manager

- Net yearly sales exceeding \$80M in five product lines by establishing trust relationships with customers, ensuring client needs are fulfilled, and providing transparent client/company interactions; effectively use core selling ideals to lead to long-term, mutually beneficial contracts
- Act as a full-service client representative by working with all areas of the company as needed for client satisfaction; work as a consultant with the laboratory in developing improved Fracture Fluid Systems and Additives; assist in developing and implementing new strategies resulting in a U.S. market share gain of 4 percent

- Successfully negotiate product changes to clients resulting in clients' cost savings while also reducing Trican inventory levels and long-term costs; identify opportunities for improved efficiencies; sell new technologies to clients as appropriate
- Resurrect the Springtown District by bringing in net new business, decreasing travel and operating expenses, and improving labor optimization resulting in a 25 percent increase in District revenue

**WEATHERFORD INTERNATIONAL** | ██████████, Texas ██████████ 2007 to ██████████ 2014

### **Area Engineering Manager and Technical Sales Advisor**

- Managed 14 high profile accounts delivering more than \$18M in income each year; acted as direct contact for Weatherford's largest client and responsible for product and service sales exceeding \$200M each year; a vast network of contacts and solid selling and customer relations skills allowed for net new business and the reestablishing of past clients
- Advocated for the client and ensured their satisfaction by working with all departments – sales, engineering, management, operations – as needed for service optimization, problem solving, process improvement, planning, etc.
- Managed and provided oversight, leadership and direction to a department of 14 Field and District Engineers; invested in the long-term career path of team members, and ensured their training and development was on par with capabilities and goals; during my tenure, Engineer turnover was 0 percent
- Instructed Weatherford employees in coursework ranging from Frac 101 to Re-Frac Technology; educated clients on company products, services, advanced technologies and capabilities; represented the company at industry events, trade shows, etc.
- Responsible for the execution of the company's Re-Frac technologies and corresponding products; delivered new technologies to client base

**PINNACLE TECHNOLOGIES** | ██████████ Texas ██████████ 2005 to ██████████ 2007

### **Project Manager**

- Effectively secured client business and managed their accounts; responsible for the top two clients at Pinnacle
- Designed drilling, perforating and fracturing for operators; assisted operators in field development; acted as on-site consultant during microseismic monitoring; as needed, established dual well monitoring operations

- Wrote and presented microseismic results to clients; presented Microseismic Technology to potential clients
- Worked closely with Pinnacle management and operational leadership to ensure positive service delivery; worked with Research and Development in the full understanding and utilization of Re-Frac Technology

### **COMMUNITY INVOLVEMENT**

Society of Petroleum Engineers, member | Young Professionals Society, member | Youth Ruff Ryders, Head Coach | Texas Dynamite, Head Wrestling Coach | Texas USA Wrestling Elementary Division, Assistant Coach

### **EDUCATION AND ACHIEVEMENT**

University of Oklahoma | Norman, Oklahoma

Bachelor of Science, Petroleum Engineering

Alpha Phi Alpha | Lifetime Member

████████████████████ Team | Team Member