

Over 25yrs experience in oilfield srvc sales & ops, Management Jobs, Job Seekers, United States, Texas



Seller Info

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Listing details

Title: Over 25yrs experience in oilfield srvc sales & ops

Additional information

Additional information: Peter C. Ladd
(713) 446-6628 1849
Lakeside Drive, Sealy,
TX 77474
Mr.PCLadd@gmail.com



SUMMARY

□ Exceptionally well
organized with a track
record that demonstrates
self-motivation,

creativity, and initiative to achieve individual, team, and corporate goals

- Over 25 years experience in oilfield service sales and operations, emphasizing business development leadership, account management and sales management for multiple product lines
- Exercise independent judgment to accomplish strategic marketing and revenue goals

EXPERIENCE

Integrated Production Services (Superior Energy Services) Houston, TX
Sr. Account Manager – Coiled Tubing & Nitrogen Pumping April 2011 – May 2015

- Managed land and offshore accounts to provide customer operational support
- Developed and maintained key accounts, i.e. Marathon and ConocoPhillips
- Marketing liaison for Region and District Managers to ensure competitive pricing
- Worked closely with Sales Management team to promote and develop business in other regions

CETCO Oilfield Services
Houston, TX
Account Manager –

Coiled Tubing &
Nitrogen Services August
2005 – April 2011

- Identified new prospective customers & developed relationships increasing sales 20% annually
- Managed/maintained land, deep water & shelf accounts to deliver integrated services
- Conducted presentations to educate customer base on improved technology performance

Superior Energy Services
Houston, TX
Account Manager –
Bundled Services
November 1995 – August
2005

- Communicated with Division Managers promoting bundled services for all regions
- Team Leader for specific independent accounts and increased Coiled Tubing, Lift Boat & Pressure Pumping sales by 30%

Nowsco Well Service,
Inc. Houston, TX
Regional Technical Sales
Representative June 1993
– November 1995

The Western Company of
North America Houston,
TX
Technical Sales

Representative 1989 –
1993

Ultra Tech Services
Houston, TX
Technical Sales and
Engineering
Representative 1984 –
1989

The Western Company of
North America LaGrange,
TX
Management &
Engineering
Training/Service
Supervisor/Field Sales
Clinton, OK
1980 – 1984

ACTIVITIES

Oilfield Helping Hands

- Board Member
- Selection Committee
Member

API, Member

SPE, Member

AADE, Member

ICoTA, Member

SKILLS

Software

- Microsoft Word, Excel,
PowerPoint, & Outlook

Languages

Intermediate Spanish

EDUCATION

Texas Tech University
Lubbock, TX

Bachelor of Arts in
Sociology 1973

Minor in Spanish

References available upon
request

Resume:

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Contact Info

Contact Name: Peter C. Ladd
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Location

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