

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



### Seller Info

Name: Etrucking Administration  
Company: ETrucKing  
Last Name: Etrucking Administration  
Phone #: (214) 748-3647  
Email: [info@etrucking.com](mailto:info@etrucking.com)  
Website: <http://www.etrucking.com>  
Logo:



Country: United States  
Address: 1011 W. Bluff St.  
City: Fort Worth  
State/ Province: Texas  
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About Us: ETrucKing.com  
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services and more.

We'll hook you up.

### 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](mailto: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  
Email: Mr.PCLadd@gmail.com  
Phone #: (713) 446-6628

## Location

Use Address on Profile: No  
Country: United States  
States: Texas  
Address: 1849 Lakeside Drive  
City: Sealy  
ZIP code: 77474