

SUMMARY

Goal-oriented manager with 15+ years of leadership and personal development acumen. Navy Veteran specializing in leading teams during complex outages and challenging operations in the harshest environments maintaining nuclear plant systems and chemistry. Sales professional delivering a unique combination of empowering business development, technical expertise, and an unrelenting commitment to build long-term client relationships. Specialties include:

- Water Management
- Training and Development
- Sales Professional – SFDC
- Management
- Strategic Planning
- Team Development
- Project Management
- Lean Six Sigma
- Chemistry

PROFESSIONAL EXPERIENCE

HACH | A DANAHER COMPANY, Houston, TX **2019 - PRESENT**

Regional Sales Manager, 2019 - PRESENT

Develop and grow customer base and territory by providing the technical and economic benefits of our analytical equipment for analyzing water quality

- Growing the East Texas market in the industrial facility space as a trusted consultant and resource for major projects and key performance indicators

NALCO | AN ECOLAB COMPANY, Houston, TX **2016 - 2019**

District Sales Representative, 2018 - 2019

Develop strong relationships with key stakeholders in current and new customers three levels high and wide to include plant operators, chief engineers, and facility executives

- Growing largest institutional market in Houston Area of \$1.3M as a result of being a connected and trustworthy salesperson within the business community

Account Sales Engineer, 2016 - 2018

Chemical application specialist and outside sales for boilers, cooling towers, and closed loop systems.

- Improved major oil and gas accounts to include Shell, BP, and Phillips 66 by incorporating best practices consistent with client's key performance indicators promoting better business decisions

SOUTH TEXAS PROJECT NUCLEAR OPERATING COMPANY, Bay City, TX **2013 - 2016**

Containment Manager, 2015 - 2016

Managed 12 employees to perform critical path duties in the containment building during plant outages.

- Authored Project Management Manual for department thereby restructuring outage planning which cut operational costs for the company due to a 25% reduction in departmental project meetings

Senior Reactor Operator Candidate, 2013 - 2015

Received rigorous training focusing on active listening, concentration, problem solving, critical thinking, reading comprehension, and monitoring. Responsible for safe operation of the 1280 MW reactor plants.

- Highly respected and safe nuclear professional with a high capacity for learning and troubleshooting

WYMAN GORDAN FORGINGS, Houston, TX
Project Engineer

2012 - 2013

Managed capital projects ensuring all contractual terms, obligations, and scope of work were maintained. Streamlined condition monitoring program to increase equipment life by 15%.

FLOWERVE CORPORATION, Houston, TX
Rotating Equipment Engineer/Technical Sales

2011 - 2012

Identified and analyzed root causes of client pump system degradation or failure through onsite testing and assessment leading to internal sales opportunities.

- Sold an average of 50 modeling tests per year to show and predict proven return on investment for greater customer satisfaction and planning leading to increased add on business

UNITED STATES NAVY

1991 - 2011

Recruiter, Nuclear Power Program, 2008 – 2011

Mentored and cultivated men and women who would potentially qualify for the Navy's most prestigious program available, the Navy's Nuclear Power Program.

- Awarded the Navy and Marine Corps Commendation Medal for continuously achieving 100% of recruitment goals leading to the station being recognized as the national performance standard
- Obtained recruitment record of placing 495 qualified Navy Nukes into the Nuclear Program totaling more than any other recruiter in the country

Manager, Reactor Training, 2006 - 2008

Seasoned training and development manager conducted and supervised the development programs for personnel by performing assessments of needed training and evaluations of its effectiveness.

- Developed an electronic training record program for 400 personnel saving 10-man hours per manager per week which equated to more study time resulting in a 10% increase in qualification

Manager, Reactor Laboratory, 2004 - 2006

Managed and motivated the efforts of 32 laboratory technician direct reports tasked with maintaining chemistry of the nuclear reactor and steam plant.

- Awarded Top Sailor of the Year among all 550 nuclear-qualified personnel

EDUCATION / TRAINING

Master of Business Administration, Executive MBA

Texas A&M University, College Station, TX

BS Applied Science and Technology, Nuclear Engineering

Thomas Edison State University, Trenton, NJ

Master's Certificate, Lean Six Sigma Black Belt

Villanova University, Villanova, Pennsylvania

Master's Certificate, Project Management Professional

Villanova University, Villanova, Pennsylvania

ADDITIONAL RELEVANT INFORMATION

Board of Directors

Kappa Alpha Psi Inc., Missouri City Sugar Land Chapter

Fundraiser Committee Member

Achievement Through Leadership Foundation, ATLF