

Executive Summary

Results-focused Account Manager with 13 years of leadership and experience in oil and gas, chemical production and refineries. Acquire and manage new accounts and business totaling over \$1 million per year. Customers range from Independent to the Super-Major oil and gas companies

Formed and implemented public policy through my position on the Anchorage Assembly as well as Governor-appointed roles on multiple boards and commissions. Core qualifications:

- Operations Management
- Account Management
- Policy/Program Development
- Strategies Implementation
- Sales
- Team Management
- Budget Forecasting
- Business Development
- Government Experience
- Communication Skills
- Leadership

Professional Experience

ChampionX, Account Manager

June 2008 - Current, Anchorage, AK

- Create, develop and manage chemical treatment programs for both Super-Major and Independent oil and gas companies as well as refineries throughout Alaska. Customers include ConocoPhillips, BP, Caelus, Savant, Hilcorp, Glacier Oil and Alyeska Pipeline.
- Grew sales by 6% per year over the last five years.
- Exceeded target growth sales annually for three years in a row.
- Manage and service a multi-million dollar territory throughout Alaska. Acquired accounts from major competitors four years in a row.
- Develop strong relationships with key stakeholders from plant and facility operators to corporate executives.
- Identify and resolve customer challenges by performing system analysis, interpreting data and providing written recommendations to the customer.
- Develop and manage a yearly budget.
- Develop and implement plans to attract and secure new customers.

Anchorage Assembly, Assembly Member (elected position)

April 2011 - April 2014, Anchorage, AK

- Represented East Anchorage.
- Elected as Assembly Vice-Chair.
- Chair of the Ethics and Elections Committee
- Vice Chair of the Budget and Finance Committee.
- Wrote, repealed and changed Anchorage city laws.
- Develop and manage the City of Anchorage's budget.

- Address and resolve constituents' issues.
- Negotiate with the city administration and both public and private entities to address and resolve challenges and issues.
- Wrote a highly successful Ordinance which allowed for private review of building plans. This Ordinance has created private sector businesses and jobs. It's estimated that the building industry is using this method of review on 75% of plans submitted to the city.

Premiere Garage, Sales Manager

May 2005 – June 2008, Anchorage, AK

- Managed account with builders and contractors.
- Ensure consistent sales.
- Manage customer accounts.

Kings Services, Project Manager

May 2004 – May 2005, Lewiston, ID

- Manager customer accounts.
- Ensure compliance with insurance companies.

Education/Certifications

- Bachelor of Arts, Lewis-Clark State College - 2004
- Post-Graduate year at Fork Union Military Academy - 2009
- East Anchorage High School, - 1998
- Certified Pipeline Corrosion Inspector, Los Angeles, CA - 2018

Affiliations

Big Game Commercial Services (Board Member)

2016 - Current

Appointed by the Governor of Alaska and unanimously approved by the Alaska Legislature. The Board determines licensing and regulatory activities of providers of commercial services to big game hunters in the interest of the state's wildlife resources.

Board of Governors of the Alaska Bar Association (Board Member)

2012 – 2018, Anchorage, AK

Appointed by the Governor of Alaska and unanimously approved by the Alaska Legislature. The Board determines disciplinary measures for attorneys, reviews and recommends new Bar rules to the Alaska Supreme Court, sets an annual budget and lobbies the Alaska State Legislature for changes to existing laws and creating new laws.

Akeela (Board Member)

2014 – 2020

Akeela, Inc is one of Alaska's oldest and most diverse Behavioral Health programs, incorporated in 1974. Providing prevention services in 18 communities throughout the State, and outpatient and residential substance use treatment for community populations in Anchorage and Ketchikan.

Anchorage Chamber of Commerce (Board Member)

2015 – 2016

The Anchorage Chamber of Commerce is a not-for-profit 501 c (6), member-driven business organization with nearly 1,000 members representing roughly 50,000 employees. ACC promotes a successful business climate through three channels: advocacy, connectivity and education.

Budget Advisory Commission (Chair)

2009 – 2010

Appointed by the Mayor of Anchorage and unanimously approved by the Assembly. The BAC lobbies the local government to make changes to how departments formalize their budget and write regulations. The BAC also lobbies the Assembly on budgetary matters.

Skills

- Budget Analysis, Client and Customer Relations, Experience in oil and gas Upstream and Downstream, Finance, Government Regulations, Sales Planning, Excel, Power Point, Microsoft Word.

Awards

- Full-ride Division one collegiate basketball scholarship. Million Dollar Man award for over \$1 Million in sales per year, nine years in a row.

References

- [Redacted]