

Mark V. Smith

205 West Shadow Point Circle • The Woodlands, Texas 77381 • (281) 296-1175 cell (832) 419-0097
mvsmith21@yahoo.com

INTERNATIONAL ENERGY INDUSTRY LEADER

Director of Business Development / Project Manager / Technology Consultant

Energy executive with twenty plus years experience in international business development, project management and technology development for high profile, domestic and international energy companies. Extensive international business development talent throughout the Middle and Far East, Europe, and South America. Basic Arabic, Dutch, French and Spanish language skills. Core competencies include:

- Strategic Business & Market Planning
- Contract Negotiations & Administration
- International Business Development
- Government & Business Consulting
- Advanced Drilling Fluids Systems
- Multi-Site Operating Management
- Staffing & Management Development
- P&L and General Management
- Wastewater & Oil Recovery Systems
- Technical Product Development

PROFESSIONAL EXPERIENCE

MV SMITH CONSULTANTS, Houston, Texas 1992 – Present
International Business Consultant

Thirteen years providing consulting and technical expertise to major oil & gas and refining companies worldwide. Engagements include oil & gas drilling and exploration, new refinery startups and upgrades, oil recovery and water purification systems for engineering companies (Fluor, Stone & Webster, Foster Wheeler, Refinery Technology, KBR, UOP) and operators (Shell, Amoco, Amerada Hess, Valero, Chevron/Texaco, PDVSA).

Scope of projects include onsite surveys, technical evaluations and proposals, government grant applications, government consulting, business plan development, investor presentations, contract negotiations, environmental and engineering services.

TOTAL SYSTEMS, INC., Dallas, Texas 1990 – 1992
International Business Development Manager

Brought on board to establish international presence and to capture market share selling refinery vessels, slide valves and process equipment for this local manufacturer. Assumed leadership for business plan development, marketing and sales strategy, technical sales presentations, contract negotiations, sales and service delivery, and follow up.

- Cultivated and built an aggressive agent network spanning 20 countries.
- Negotiated and secured contracts with major engineering companies (i.e., Brown & Root, Bechtel, PDVSA) throughout Europe, the Middle and Far East, and South America.
- Drove sales revenues from \$1.5 million to \$10 million in less than two years.

PROFESSIONAL EXPERIENCE *(Continued)***CLARKSON INDUSTRIES**, Houston, Texas

1988 – 1990

Project Manager

Recruited by this drilling rig manufacturer to manage a \$10 million drilling rig operation in Amman, Jordan. Full leadership for rig equipment sale and refurbishing, shipping and logistics, contract negotiations, staffing (expatriate and local nationals), drilling operations, mud engineering and completion services. Designed casing program and trained local nationals on maintenance, blow-over prevention, well control and mud engineering.

- Led successful drilling of wells on Jordanian and Iraqi borders that produced enough gas to provide power for the City of Oman.

SMITH INDUSTRIES, Houston, Texas

1986 – 1988

Manager, Power Equipment Division

Challenged to drive revenue growth within the power equipment division. Assumed P&L and management responsibility for strategic sales and market planning, business development, staff recruitment and training, and all manufacturing, accounting, inventory control and reporting.

- Led division's entry into the international marketplace, securing business opportunities in 40 countries and driving sales revenues up 30%, despite economic downturn.

Earlier Career:

Founder and President of **ACE Systems**, a drilling mud company in Lafayette, Louisiana. Developed and launched a line of drilling additives, chemicals, fluids and lubricants. Negotiated and secured drilling contracts with major Gulf Coast operators to include Amoco, Amerada Hess, Chevron, and Stone Oil.

EDUCATION & SPECIALIZED TRAININGSouthern Methodist University, Dallas, Texas, **Executive MBA Program**St. Edwards University, San Antonio, Texas, **BS, Chemistry****Executive Leadership Training • Project Management**

Baroid & Macobar Mud Schools • International Association of Drilling Contractors Drilling School

Refinery Engineering Process & Equipment • Drilling & Completion**Secondary Recovery Systems • Blow Out Prevention • Generators & Cogeneration Systems****Compressor & Gas Lift Systems • Environmental Remediation**