**[Business Development Project Manager](https://www.postjobfree.com/resume/adzil9/business-development-sugar-land-tx)**

**Location:**Sugar Land, TX

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**Resume:**

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PROFESSIONAL SUMMARY

Accomplished as a Business Development Manager with the ability to build and maintain strong customer relationships through honesty and solid experience. Astute in being able to balance a multi-project workload in multiple geographical areas. Proven as a both a technical salesman and sales manager. Strong organizational skills, and the ability to analyze operational data and systems to troubleshoot and optimize performance issues for both my company and the customer. Significant contribution to increasing corporate profitability by developing both short and long range sales leads. Solid oral and written communication skills. Effective computer, teamwork, Project Management and interpersonal skills.

AREAS OF EXPERTISE

Corrosion Inhibition

Demulsifiers

Sales and Business Development

Water Treatment

SAP Skills

Microbiological Corrosion Control

Refinery & Plant Treatment

Forecasting

H2S HP Well Treatment

.

TALENT COMPETENCIES

Builds Trust and Loyalty

Communicates Articulately

Creates Value

Critical Thinker

Delivers Compelling Presentations

Demonstrates Flexibility/Resilience

Develops and Maintains Relationships

Embodies Organizational Image

Enjoys Networking and Prospecting

Establishes Credibility

Exudes Confidence

Listens Actively

Persuades and Influences

Positive Attitude

Problem Solver

Self Starter

Seizes Opportunities

Team Player

Thrives on Results and Winning

PROFESSIONAL EXPERIENCE

GILSON Consulting, Houston TX 2015- Present

Consultant position with Qittitut Consulting. Engaged in surveying Oil, Gas and Pipeline firms regarding their chemical and service requirements, trends and technology.

Represented Kuraray America to bring two H2S scavengers to market in the United States. Worked with Kuraray scientists to develop marketing materials and test data. Marketed these products to major worldwide Oilfield Chemical Companies. Also represented Kuraray’s isomer division marketing their water soluble Frac Diverter.

Baker Hughes November 2013 – February 2015

Midstream Business Development Manager, (2013-February 2015), Houston, Texas

Developed weekly sales call list targeting all levels of prospective customer’s organization

1.Providing the highest level of service to current and prospective customers by targeting contacts within their R&D, Marketing, Purchasing, Management, and Engineering departments.

2.Proactively identified key customers and developed both business and personal relationships with top 10 Midstream Customers in the Texas and Oklahoma markets to uncover current and future opportunities.

3.Made use of Miller Heiman sales strategies to pursue business opportunities.

Actively utilized networking within the Society of Petroleum Engineers, National Association of Corrosion Engineers, Gas Processors Association and other professional organizations to make new business relationships and stay in touch with the state of the industry problems, as well as the state of the industry solutions.

Assisted in KPI assessments of customer accounts focusing on mutual profitability and enhancing asset integrity while insuring product compatibility and effectiveness.

Mentored less experienced coworkers to develop both their technical and sales skills.

CHAMPION TECHNOLOGIES, INC, 1975 – July 2013

Legacy Champion: Nalco and Champion Technologies were formally merged in April 2013 when Champion was purchased by Ecolab.

Senior Project Manager, (2012-2013) Eastern Hemisphere, Houston, Texas

Provided Technical assistance on a variety of projects throughout the Eastern Hemisphere.

Analysis of Strategic customers short and long term goals to assess their technical needs for their Strategic Account Plans

oMonitored Strategic and Target Account progress, and coordinated Technical and R&D support efforts.

oField study results utilized to bring laboratory research into focused solutions for the customer.

Senior Area Manager, (2009 – 2012) Champion Technologies Russia and Caspian B.V. Sakhalin Branch

Manager of 27 employees in the remote, eastern Russian Oblast of Sakhalin.

Coordinated sales and service of oil field specialty chemicals to prevent corrosion, scale, microbiological corrosion damage, paraffin accumulation, hydrate formation and emulsions in oil and gas operations for ExxonNeftegas Ltd.

Directed the utilization of all company technical resources to solve customer problems

Hired, trained personnel, coordinated and assisted with internal audits, coordinated external laboratory operated on behalf of customer to monitor crude oil QA & QC, organized and conducted management reviews.

Counseled various departments for successful ISO re-certification under systems 9001, 14001 and 18001.

Account Manager, (2004 – 2009) Champion Technologies Corpus Christi, Texas District

Management of 3 key accounts in South Texas: ExxonMobil, DCP Midstream and Williams Pipeline

-Surveyed, managed and monitored the chemical programs

-Set up KPI management programs and filed monthly reports with all customers.

-Led regular total system analyses insuring most efficient programs were being utilized

-Submitted RFPs and RFQs to renew contracts.

Conducted an ongoing Coker Unit anti-foulant test at major Corpus Christi refinery for Champion Refinery Group

Forecasting Manager, (2001 – 2004) Champion Technologies, Fresno, Texas

Developed long range sales forecasting tool utilizing a set of algorithms to project future sales volumes at the customer level, based on seasonal and ordering patterns. Forecasts then aggregated to the corporate level.

Facilitated short term manufacturing leveling of demand by anticipating consumption basing manufacturing on forecast rather than plant orders. Position dovetailed into SAP data cleansing for SAP implementation.

Additional problem-solving responsibilities branched to creation of a database of all products shipped within NAFTA zones, and maintained this data so that all shipments carried legally and technically correct data.

Project Manager, (2000 – 2001) Champion Technologies, Houston, Texas

Assisted the Gulf Coast Region with projects relating to cultivation of major customers key alliances

Conducted optimization review of top 10 regional key customer accounts, focusing on their economy and our profitability, while making sure the customers received the highest level protection.

Prior to 2000: Held technical sales and management positions in Kansas, Saudi Arabia and East Texas for Champion Technologies, each with progressive levels of responsibility. In all positions held, my focus was centered on providing the highest level of customer service while also delivering maximum profitability to corporate. When I returned from Saudi Arabia, I was assigned to Kilgore Texas where the company had suffered due to repeated management changes, and a foundering sales program. I was able to turn this situation around and in a few years this area became the most profitable district in Champion through honesty, hard work, and long hours.

COMPUTER CAPABILITIES

Computer skills include proficient experience in all components of Microsoft Office Suite and various chemical industry programs in the areas of Drag Reduction, Corrosion Prediction, Scale Prediction and Hydrate Inhibition.

Pioneered the introduction of computers as a resource tool to measure and track system monitoring KPIs in the oilfield chemical business in 1983.

ACCOMPLISHMENTS

2015 Elected to the Houston Chapter of NACE Board of Directors

2011 Recipient of “Highest Ranked Laboratory” award by ExxonMobil and DeKastri Oil Terminal Project, 5 years “Outstanding Safety Achievement” award by ExxonNeftegas Ltd.

2010: Recipient of the ExxonNeftegas Limited, Sakhalin 1 Project, 2010 “Contractor of the Year” award.

2009: Recipient of the ExxonNeftegas Limited, Sakhalin 1 Project, 2009 “Safety Excellence” award.

2003 Crystal Ball Award, Demand Management Association.

1998-2007 Chairman of Champion 401k Committee.

Numerous officer positions in NACE and SPE’s Kansas, East Texas, Corpus Christi, Sakhalin and Houston Chapters

EDUCATION

Bachelor of Science, University of Central Oklahoma

RELATED TRAINING and CREDENTIALS

Corporate Training Schools in: Oil field chemistry, Basic Oil Field Orientation, Corrosion, Scale, Microbial Influenced Corrosion, Foamers, Paraffin, H2S Scavengers, Refinery Treating, Technical Writing. Graduate of the Miller-Heiman Strategic Selling Course, and member of SalesForce.

Safety Training in: BOISET and HUET, Helicopter Safety, DOT Safety, Pipeline DOT skills assessment, Safety Training: Lock-Out Tag-Out, NORM, H2S, Benzene Awareness, CPR, and Respirator Protection.

Function Specific, advanced training in: Demand Management, NAFTA Shipping, SAP, Operational Technical Excellence, and Russian Business Law.

TWIC card, valid passport and Homeland Security Trusted Traveler card.