

Michael A. Drake

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OPERATIONS/SALES LEADERSHIP AND TECHNICAL BUSINESS DEVELOPMENT

Global • Operations, Sales & General Mgmt • Business Strategy & Negotiations • 30+ Years' Experience

An effective, established business professional with experience in Operations, Sales/BD and General Management across multiple business segments. Demonstrated experience with growing revenue and profitability in competitive, mature global markets for Oil and Energy service, product and technology providers. Proven leader and coach, building strong collaborative teams.

PROFESSIONAL EXPERIENCE

GYRODATA INCORPORATED - DENVER, CO/HOUSTON, TX **2019 - PRESENT**

VICE PRESIDENT, GLOBAL SALES AND MARKETING

FEBRUARY 2020 – PRESENT

Responsible for the global commercial and marketing team supporting business in over 50 countries.

- Restructured global sales within four major regions: North America, Latin America, Europe/Africa/Caspian and Middle East/Asia Pac.
- Integral with new technology product launch – Lead all major contract negotiations – Completed a comprehensive review on all employees – Collaborate with engineering and product line teams to support the commercial and operational success

REGIONAL SALES DIRECTOR – NORTHERN NAM

OCTOBER 2019 – FEBRUARY 2020

Lead a technical sales team of City and Field sales professionals, obtaining market intelligence, promoting collaboration to increase regional sales, profits and growth goals in North Americas oil and gas, mining, Geothermal and Civil Engineering applications.

- Evaluated and optimized the sales team – Completed Talent Management reviews and developed career plans with HR supporting the execution.
- Prepared annual Sales and Capex budgets
- Utilizing the engineering and applications teams to support the commercial and operational success
- Developing new incentive programs for multiple level sales professionals to attract and retain high level talent
- Effective customer partnership with initiating new product field testing and development

RUBICON OILFIELD INTERNATIONAL - DENVER, CO/HOUSTON, TX **2016 - 2019**

VICE PRESIDENT OF OPERATIONS – NORTH AND SOUTH AMERICA

JANUARY 2019 – SEPTEMBER 2019

Responsible for 10 - Operations Districts, 2 – Global R&M Operating Facilities and 1 – Regional Inventory HUB, all supported by 8 direct reports and 120+ employees.

- P&L responsibilities for \$158MM - Improved overall expenses 24% - Reduced labor (OT) 56% by implementing a new facility work schedule – Improved profitability through negotiations with 3rd party vendors.
- Successfully consolidated 3 US geography's, reducing rooflines, optimizing efficiencies and removing redundancies.
- Responsible for all QHSSE for the region
- Collaborating with engineering and applications teams to remain innovative with the rental business. Support all business development.

VICE PRESIDENT OF SALES – NORTH AND SOUTH AMERICA

AUGUST 2016 – JANUARY 2019

Intimately involved in the commercial/sales disciplines being consolidated from 7 major acquisitions into one Rubicon team representing multiple product offerings.

- Prepared annual Sales and Capex budgets
- Developed and implemented overall compensation program across a team of City and Field sales professionals that encourages collaboration while obtaining market intelligence, increasing regional sales plans including the development of Sales Incentive Programs (Commissions) and Technology Incentive Bonuses.
- Evaluated and optimized the sales team – Completed Talent Management reviews and developed career plans with HR supporting the execution.
- Utilizing the engineering and applications teams to support the commercial and operational needs.
- Develop business plans and market reviews of existing and new geographic areas, based on product offerings.

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SCIENTIFIC DRILLING INTERNATIONAL - DENVER, CO **2008 - 2016****DIRECTOR OF SALES – NORTH AMERICA***SEPTEMBER 2013 – AUGUST 2016*

Manage and direct the execution of sales plans and initiatives, along with utilizing the engineering team to support the sales and operational needs of the company. Manage a team of City and Field sales personnel and obtain market intelligence, encourage collaborate to increase territory sales, profits and growth goals for a \$580 million territory in oil and gas, mining, Geothermal, coalbed and production applications.

- Increased revenue in all operational districts on average 15+% from 2013-2014
- Placed all direct reports into a Talent Management development program and mentored two high potential employees

US SALES MANAGER*JUNE 2012 - SEPTEMBER 2013*

Manage a team of City and Field sales personnel and encourage collaboration to increase territory sales, profits and growth goals for \$500 million territory in oil and gas, mining, geothermal, coalbed and production applications.

- Developed and implemented a new US Sales compensation program, with over 96% retention
- Increased new customer clientele 20% in the lower 48 and Initiated QBR with all clients over 500k month

REGIONAL SALES MANAGER – ROCKY MOUNTAIN*SEPTEMBER 2010 – JUNE 2012*

Manage a team of City sales personnel to increase sales, profits and growth goals for \$75 million territory.

- Generated proposal templates to reflect all different service applications, standardized SDI brand
- Develop a diverse sales team with advanced technical aptitude through technical training seminars

SALES REPRESENTATIVE – ROCKIES REGION*APRIL 2008 – SEPTEMBER 2010*

Identify sales opportunities and develop regional relations to increase market and brand awareness.

- Increased market share over 15% within an ailing market

NALCO COMPANY – ENERGY SERVICES DIVISION**DEC. 2007 – APRIL 2008****GLOBAL MARKETING MANAGER, HYDRATES – SUGARLAND, TX****INDUSTRIAL REGIONAL MANAGER – SOUTH CENTRAL REGION**

Areas of responsibility include; Marketing Products and Technologies. Work alongside the world leaders of Hydrates to recognize technology trends, projects and track royalties.

CCR TECHNOLOGIES, CALGARY ALBERTA - HOUSTON, TX**1989 - 2007****SR. VICE PRESIDENT, FLOW ASSURANCE – HOUSTON, TX***2005 – 2007*

Developed the business strategy, project execution plans, core team development and P&L responsibility.

- Negotiated Technology License, first international service reclaiming agreements. (Range US \$5MM - \$45MM)

VICE PRESIDENT, OPERATIONS – HOUSTON, TX*2002 – 2005***OPERATIONS MANAGER – CALGARY, AB – HOUSTON, TX***1996 – 2002***VARIOUS POSITIONS – START-UP - ALBERTA***APRIL 1989 – 1996*

One of the original founders for CCR as a service company in Alberta, Canada.

PROFESSIONAL DEVELOPMENT

Rice University – Jones Graduate School of Business – Executive Education, Houston, TX
Internal Training – Richardson Sales Training & Effectiveness Solutions – Houston, TX

CONFERENCE PAPERS AND SPEECHES

“New Unit Provides Latest Technology for Amine Reclaiming with Vacuum Distillation”
Laurence Reid Gas Conditioning Conference, Norman OK – February 2000

“Choosing a Hydrate Inhibitor for Offshore Gas Lines – Recent Advancements Favor Ethylene Glycol Over Methanol”
Gas Processors Association, Europe - 2002

REFERENCES

Available upon request

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