

Stuart Estes

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QUALIFICATIONS

I have an extensive background in city and field sales development. I can operate independently and as part of a team focusing on networking and relationship building within the oil industry.

EMPLOYMENT

2012-Present Archer Directional Drilling Services – Houston, TX

District Account Manager / City Sales

Represents the company at industry associations to increase exposure and generate sales. Initiated and maintained excellent customer relationships.

2011-2012 Stryker Directional – Houston, TX

District Account Manager / City Sales

Represented the company at industry associations and events while maintaining excellent customer relationships.

2010- 2011 Aim Directional – Houston, TX

District Account Manager / City Sales

Created and maintained relationships in the north and south east region of Texas.

2008– 2010 Scientific Drilling – Houston, TX

District Account Manager / City Sales and Field Sales

Primary function is to maximize revenue and profits through the sales and marketing of MWD, Gyro, Steering tools, Directional and Production Logging services.

Securing profitable sales by creating and maintaining superior relationships with new and existing customers.

2005 – 2008 Stabill - Drill – Houston, TX

District Account Manager / Manufacturing Sales

Successfully selling Stabilizers, Nonmag Collars, X-O's, Roller reamers, and other rental equipment to oil producers to accomplish sales targets and objectives.

2003 – 2005 Drill Motor Services – Houston, TX

District Account Manager / City and Field Sales

Presented project quotes to customers demonstrating cost effectiveness of the product.

1998– 2003 Andergauge – Houston, TX

District Account Manager / City and Field Sales

Successfully selling to oil producers to accomplish sales targets and objectives.

Certifications

- 2007 Basic Drilling Overview – Randy Smith Training Solutions
- 2006 Fundamentals of Petroleum – Signa Engineering Corp.
- 1999 Directional Drilling Seminar
- 1998 Sales Training International – Houston, TX