

Steven Watt



Manager - International Sales & Business Development

LinkedIn www.linkedin.com/in/steven-watt-86886416/

+971-505136386

siw1930@icloud.com

463 Al Hayat, Al Qudra, Dubai, United Arab Emirates

Enthusiastic Professional with a diverse product line of knowledge in the Oil & Gas Sector of **22 years** seeking to leverage proven. **Strategy, Marketing, International Sales & Business Development** skills to increase the market share of your organization.

PROFILE SNAPSHOT

Proactive & focused **with** extensive industry experience of **12 years**, spear-heading **Operations & Service, Strategic International Sales & Business Development** for EPC / Service Companies serving the Oil & Gas Marine industries.

11 years' experience in **Oil & Gas field work** and **supervision of teams for** Weatherford, Sun Drilling Products, UK and International. Kazakhstan, Saudi Arabia

11 years' experience in Management Structure. Earned **2 Promotions with Elgin Industries** Service & Regional Sales Manager activities of both divisions with a **12-man team**. Focused on **GCC and Eastern Hemisphere Projects** for Oil & Gas Water Industry and HDD. Travelled globally with all positions past 11 years.

Familiar with **CRM software** with customized **Marketing & Sales Funnel** by using this platform for all quotations successful and unsuccessful bids, pipeline funnels.

Recognizing, hiring, training, and managing the **teams** in Iraq, UAE, Oman, for all equipment and applications during jobs.

EXPERIENCE SNAPSHOT

2022 - Pres	Dolphin Radiators Cooling SystemsSharjah <i>Business Development Director</i>
2021 - 2022	World of Controls..... Ras Al Khaimah
2017 - 2020 May Apr	271 Offshore Ltd..... Dubai/Abu Dhabi <i>Business Development Manager</i>
2014 - 2017 Jun Apr	WellCem_Abu Dhabi/Muscat.....Abu Dhabi <i>Operations Manager</i>
2013 - 2014 Dec May	Halliburton.....Erbil/Basra <i>Operations Manager</i>
2009 - 2013 Oct Sep	Elgin Industries.....Abu Dhabi <i>Regional Sales Service Manager</i>

- B2B Sales & Rentals
- Communication w Clients
- Project Handling
- Research & Strategy
- Management Account
- Marketing Product Lines
- Technical Operations
- Equipment knowledge

PERSONAL SKILLS

- Handling Pressurized projects
- Effective Communication
- Adaptable & Open minded
- Problem-Solving
- Planning & Self- Leadership

PRODUCTS HANDLED

- Fabrication of Steel Structures
- DNV 271 Accommodation Modules
- Waste Management
- Environmental
- Pig Launchers, Pressure Vessels, Skids
- Drilling Equipment, BOP
- Chemical Polymer Technologies
- Down-hole tools drilling Casing

KEY ACCOUNTS HANDLED

- EPC / OC – Zakher Marine, Dragon Oil, ZADCO, ADNOC, PDO, Wintershall, COSL, Versatech, Galfar Engineering, Al Asab engineering, Oil Search, Halliburton, GIO.

Industries

- Oil & Gas, Marine
- Petrochemical, Chemical
- Polymers, Cement, Steel

Steven Watt

+971-505136386

in/in/Steven Watt

✉ siw1930@icloud.com

Manager - Strategy, Marketing, International Sales & Business Development

KEY ACHIEVEMENTS

BUSINESS DEVELOPMENT, Service & Operations

Sold multiple 8 POB Accommodation Modules for Company in United Arab Emirates, Bespoke customized zone 2 Units.

Actively participated in Trade Shows and acquired leads worth of **\$4mn+ and secured deals at events.**

Sales of HDD Construction equipment Dewatering Units & Separation equipment / Tank & pump packages.

Achieved & continuously managing the lead generation target & **Sales Pipeline of \$5mn consistently.**

Led a team of 10 people working in Operations between Muscat & Abu Dhabi saving Client millions on workover Rigs with Polymer Injection ThermaSet

Automated the sales & marketing process with CRM for better transparency and **reduced 75% time**

for reporting activities. Developed strong & reliable **Business Partners in 4 countries** for deeper market penetration & improved market share. **Recruited**, supervised, and guided a team of **36**

employees for various Projects Applications around the Middle East.



Courses

- Wellbore clean-up tools-2019
- PBL circulating sub DSI -2019
- Risk Assessment
- API course -2019
- Online Marketing course
- Health & Safety
- Stocks & shares/Trading course

PROFESSIONAL EXPERIENCE

Dolphin Group

Business Development Director

Dolphin Heat Transfer, we supply to multiple markets industries for any type of heat transfer system from (Radiators all types from Automotive to Oilrigs, Chillers, Cooling Towers, Shell & Tube)

Build and maintain relationships with target and existing customer decision makers/Inspections before quotations so we get everything in place to secure the order

I have a team of 4 BDE under and me and we perform well for our Sharjah based location with medium to high price complex projects.



Sharjah



Feb 2022 – Present

World of Controls

Business Development Manager

GE-Speedtronic Cards for Turbine Controls and Nevada Bently Vibration Racks.

Build and maintain relationships with target and existing customer decision makers/key management to maximize the sales and gross profit opportunities through routine calls and visits.

Collect competitive intelligence at plant and/or customer facility level.

Enter new customer data and other sales related data for potential and current customers into the WOC database. Provide budgets and forecasts for sales at each plant. Collect relevant configuration data on plants, part number, control systems, etc.

Power Plants / Oil Refinery's / Container Terminals / Sugar Mills / Cement Plants



Contech Engineering Group

Business Development Manager

Implementation of various strategies for Sales & Business Development. EPC Steel structures Projects, built up a strong client base with multiple variation of RFQ's accumulation to \$8m worth of quotations, securing **\$800k** worth of projects with local Subcontractors.

Increasing Contech Engineering market share in the Oil & Gas sector, Project & Client Database Management. Create sales forecasts & reports to review the strategies to meet annual targets & corporate goals. International Sales in collaboration with Channel Partners in Iraq, GCC region.



Dubai, Abu Dhabi

Apr 2020 – June 2021

271 Offshore Ltd

Business Development Manager

Development of new business accounts, and keep good relationships for extended business moving forward

Sold multiple 8 POB Accommodation Modules for Company in United Arab Emirates, bespoke customized zone 2 units **\$2.5mn two years.**

Navigated successful strategic partnership with company in Nigeria for rental and purchase options.



CRM System (HubSpot) for keeping track of all our quotations, winners & Losers, Networking at events gaining more leads.



Dubai, Abu Dhabi

May 2017 – Apr 2020

WellCem

 Abu Dhabi, Muscat
 Sep 2014 – May 2017

Operations Manager

Managed the brand product ThermaSet for downhole sealing applications. LCM pills, Casing Leaks, CCA, Gas Water shut off.

Initiated a new Partnership in Oman. Leading us to multiple projects with PDO, Brought the oldest Well in Oman back online after a successfully well-planned application.

Technical and Commercial Proposals for applications with multiple Oil Companies ADNOC, PDO, Wintershall, Oxy, ARAMCO
Attend all Oil & Gas Shows around the Eastern Hemisphere

Halliburton

 Erbil, Al Basra
 Dec 2013 – Jul 2014

Operations Manager

Handled Operations in Erbil (Kurdistan) Al Basra (South) for various Operators around Iraq up North Middle and South Iraq.

Spearheaded a project in Taza Field near Kirkuk for Oil Search, secured 3-year contract for Separation equipment for multiple Rigs.

Site Surveys, leading my team of 36 employees, training them on our equipment to develop their skill set. Deploying team on various Projects.

Elgin Industries

 Abu Dhabi, GCC
 Oct 2009 – Oct 2013

Regional Service & Sales Manager

Oversee the servicing of all Elgin equipment around the GCC region deploy teams to each Country in GCC and Asia

Executing our first Joint Venture with Esnaad, then after two years involved with another partnership with SEW/PPC that gave us more scope to venture out around Iraq region.

Sold multiple different types of separation equipment during my time at Elgin from Dewatering units, Shale Shakers, Centrifuges over **\$2m+**

Sun Drilling Products

 Al Khobar, GCC
 Sep 2005 – Oct 2009

Operations & Supervisor

Supervision, Learning Operators, operating the BRU-Unit, Running Lubra glide beads through drilling system.

Operation of the BRU- 2 shakers, unit holding tank with 3 x 250 Centrifugal pumps.

Reduces torque and drag while drilling, reduces casing wear while running casing etc.

Worked on land rigs in middle east-offshore for surveys and rig ups. Office work and trained our new technicians.

Weatherford

 North Sea, International
 Apr 1999 – Sep 2005

Supervisor & Technician

Supervision of multiple applications during Offshore/Onshore work, running Casing and Tubing Completions

Pulling old completions from Wells during workovers, running Liner Hangers.

Working international: Kazakhstan, Malaysia, Vietnam, Saudi Arabia.

Daily reports for office Managers onshore.

COMPUTER PROFICIENCY

- CRM / SAP - Operation & Customization of HubSpot, Epicor (CRM), SAP Ariba, BNC Networking, Microsoft office

EDUCATION

1983-1988 / A-Levels – English, Mathematics, Art

- **References are available upon request:**
Terry Eastwood / Director, Eastern Hemisphere, Sun Drilling
Michael Anderson / President, Elgin Surface Solutions
Kristen Knudsen / Managing Director, WellCem
John Kane / Country Manager, 271 Offshore
Alf Jan Wik / President, WellCem

PERSONAL DETAILS

- **Nationality** – British
- **Marital Status** – Single Visa Status
- **Driving License** – UAE Driving License
- **Language** - English

