

Operations Manager/Business Development Manager

Summary: Results-driven Business Development Manager with 5 years experience in local Refineries and Fab Shops, specializing in strategic partnerships and revenue growth.

Certifications: API 510 #59959

API 570 #66971

USCG License #4111354

Professional

Highlights: **Team Inc District Sales Representative**

January 2025 – Present

- Manage sales in South Texas district covering \$8 million/year in sales
- Tasked with growing sales in District by 5% yearly.

Team Inc, 510/570 Inspector

October 2024 – January 2025

- CUI/Dead Leg/570 walkdowns for BPX
- Built CUI/Dead Leg registry for BPX

Sentinel Integrity Solutions, 510/570 Inspector

November 2023 – October 2024

- Program Lead for On-stream Group
- Night shift piping lead on Coker Turn Around

Metalogic Inspection Services, Business Development Manager

February 2023 – May 2023

- Was responsible for opening and growing business in Corpus Christi Area.
- Obtained contracts to work in 6 local refineries.
- Bid \$250,000

American Piping Inspection, Business Development Manager

February 2023 – May 2023

- Was responsible for growing business in Corpus Christi area.
- Obtained contracts to work in 4 local refineries.
- Bid \$700,000 in work during the first quarter

Versa Integrity Group, Operations Manager

October 2019 – January 2023

- Responsible for managing monthly P&L statement
- Secured first run and maintain contract for VIG in Corpus Christi
- Grew area revenue from \$350,000 to \$4,500,000 per year while operating at 32% gross margin or above.
- Responsible for all RFQ/Bid packages for Corpus GEO region.

- Responsible for recruiting and retaining personnel for all positions out of the Corpus office.

Team, API Inspector/NDE Lead

January 2012 – October 2019

Kiewit, 2018-2019, QA/QC for Peregrino II

- Worked on the Pergrino II project at Kiewit as vendor liaison/Quality Assurance
- Coordinated and verified pump alignment with PFMS per Equinor and API specs
- Assisted with Beta testing of IPAD Punchlist verification/sign off program, Mobile frame
- Assisted GE with final preservation of crates before sail out

Flint Hills Refinery, 2012-2018, Onstream Manager/API 510/570

- Took over on stream program that was working 2 years behind schedule. Through planning and execution the program was working 6 months ahead of schedule within 4 years.
- Manage all aspects of on-stream UT/RT program at FHR including:
Perform Initial API 510/570 review on all work to ensure proper thickness, material, and procedure was used.
Tracking and reporting of daily/weekly production for FRTG Manager
Evaluate manpower needs for upcoming month/year and projects
Inventory control of all NDE needs for daily routine work and turn around needs at the refinery
- Worked daily with engineering, operations, and inspection personnel to discuss specific inspections plans for FHR Fixed/Reliability group
- Took part in a developmental role of Onstream 570 program at Flint Hills

Employment

History:	TEAM Inc	Corpus Christi TX	10/24-Present
	Sentinel Integrity Solutions	Corpus Christi TX,	11/23-10/24
	American Piping Inspection	Corpus Christi TX,	2/23-5/23
	Versa Integrity Group	Corpus Christi TX,	10/19-12/23
	TEAM Inc	Corpus Christi TX,	1/12 – 10/19

Education:	Tuloso Midway High School	Corpus Christi TX,	1998
	Delmar College, Associates Business Administration		2024
	Louisiana State University, Interdisciplinary Studies		2026

References: Available on request