

Alex Ross - Oil and Gas IT & data specialist

Profile

I'm an oil and gas & mining professional with a geoscience technical background and over twenty six years industry experience working for: Shell, Schlumberger, Santos & Beach Energy, in Europe, USA and Australia.

I have an excellent understanding of the oil & gas industry; geotechnical & engineering software, data & information workflows; complex data & IT solutions. I have extensive experience with business development, account management, operations management, marketing & effective communication with business stakeholders at multiple organisational levels & internationally.

My values are based around: changing a company for the better, working with a diverse group of interesting people, and maintaining the right balance between work and family.

Relevant Skills & Attributes Summary

- 26 years of oil & gas industry experience
- 14 years sales & account management experience
- Skilled in development & sales of complex oil & gas software & data management solutions
- Great understanding of the business drivers of oil & gas companies
- Operations management experience
- Business analysis skills
- Marketing skills
- Relationship building at all levels of a company

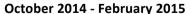
Education

1989 – 1991 MSc, Sedimentology University of London

1985 – 1988 BSc (Hons), Geology University of London

Employment Experience

Business Consultant, Portfolio Group Beach Energy, Adelaide



BEACH ENERGY

Reporting to the Portfolio VP, this short term contracting role focussed on easing the roll-out of Beach's 3ESI Enterprise Financial Planning System to geoscientists & engineers. Key for this was requirements gathering & prioritisation, plus improved two-way communication between the third party IT service provider and end users.

Senior Business Analyst, IT E&P Technical Systems Santos Ltd, Adelaide



January 2013 – September 2014 (short term contract)

As a geologist in the Santos IT department, I enjoyed interacting with internal customers at many levels of Santos to discover their business needs, and then translate those into useful IT deliverables, in both a reactive & proactive way. My experience spanned sub-surface & surface IT domains, as part of a broader Digital Oilfield initiative. I contributed to Santos short & long term IT strategy. Key geoscience, drilling & engineering data, information & workflow projects included: Master Data Management, the Santos Technical Information Portal & Advanced Data Analytics.

Business Development Manager GAA Wireline, Mt Barker, SA



September 2011 – November 2012

I successfully managed GAA Wireline's US wireline logging business in Texas, Wyoming & Colorado – hiring new staff & increasing revenue through sales & account management in existing and new customers. I was key in developing USA & Australian business strategies, including market feasibility studies. This role included regular travel to the USA.

Product Champion GeoFrame Petrel Integration Schlumberger Information Solutions, based in Adelaide

Schlumberger

May 2008 - August 2011

This was a combination of marketing & software product development role. The main focus involved internal and external, two way communication on current and future oil & gas software development. I created short & long term strategic product plans to meet customers' complex software & data management needs. My understanding of customers' geoscience data, information & workflows was key to making this position successful. There was extensive travel through Europe, USA, Middle East & Asia.

Location Manager - East Australia New Zealand Schlumberger Information Solutions, Adelaide

Schlumberger

October 2003 - April 2008

I was promoted to Location Manager for the SIS business in East Australia and New Zealand. This was a broad ranging role: business finance; managing a diverse team of up to 19 staff serving over 50 customers; plus account management for key clients e.g. Beach, Santos, Origin Energy, PIRSA & Geoscience Australia. I more than doubled the business. I greatly enjoyed mentoring & developing my team's business, sales and account management, technical & personal skills.

Senior Account Manager - East Australia & New Zealand Schlumberger Information Solutions, Adelaide

Schlumberger

September 2002 – September 2003

Account Manager for all SIS customers in East Australia & New Zealand. Successfully grew sales in existing and new customers. Instrumental in winning the Santos GeoFrame vs. Landmark evaluation. This was recognised by a 'Performed by Schlumberger Blue Plan' award.

Senior Account Manager

Schlumberger

Schlumberger Information Solutions, Aberdeen, Scotland.

January 1996 – August 2002

Account Manager for major UK customers including: Shell, Total, Texaco, Talisman, Amerada Hess, Kerr McGee. I exceeded my sales targets 6 years out of 7.

Schlumberger

Marketing Geoscientist Schlumberger GeoQuest, Gatwick, UK

January 1995 - December 1995

GeoQuest Europe marketing specialist for DeskTop Geology - StratLog, CPS3 & Finder integration.

Schlumberger

Marketing Geoscientist. Schlumberger Information Solutions, Houston

July 1994 - December 1994

Schlumberger GeoQuest bought StratLog from Halliburton

HALLIBURTON

StratLog Marketing Manager Halliburton Energy Services, Houston

November 1993 - June 1994

Halliburton bought Sierra Geophysics including StratLog.

Business Development, B2B, Sales, subsurface data, data management & workflows, Account Management, Operations.

Sierra

Support Geoscientist. Sierra Geophysics, Putney, UK

February 1992 - Nov 1993

StratLog geological cross section software support, training & technical sales.



Support Geoscientist Shell UK Expro, London, UK

August 1988 – February 1992

Internal technical support for StratLog geological cross section & CPS3 mapping software.