

Shawn Guidry

PO Box 80721, Lafayette, LA 70598

337-739-2526/ shawnmone@cox.net

Objective I would like to obtain a position that will utilize my background in business development . I am self-motivated and work well independently or as a team member. I am committed to achieving success in a progressive environment that promotes professional advancement and career growth.

Education **University of Phoenix, Phoenix, AZ**

January 2012 Masters of Business Administration

University of Louisiana, Lafayette, LA

December 2000 Bachelors of Science

Major: Merchandising Minor: Business Administration

Louisiana Technical College, Crowley, LA

August 1997 Associate of Accounting Technology

Major: Accounting

Professional Experience

***Current Professional organizations affiliated with LOGA, LAGCOE, Young Professionals of LAGCOE, Texas-Colombia Chamber of Commerce and IADC.**

Louisiana International Marine, L.L.C., Gretna, LA

May 2013 to Sales/Business Development
January 2015

Territory: Louisiana, Texas

Sales for a fleet of five offshore tugboats. Managed existing client base and developed new business opportunities for our vessels.

LSE Crane Rentals and Transportation, Scott, LA

January 2011 to Business Development
April 2013

Territory: Louisiana, Texas

Market onshore operators and oil and gas service companies who require mobile hydraulic cranes and transportation services. Responsible for conducting initial job site assessment, analysis of critical lifts and present client with lift plan and quotes. Follow up on new leads and referrals stemming from field activity.

Talen's Marine & Fuel, Lake Arthur, LA

June 2003 to Account Representative
December 2010

Territory: Louisiana, Texas, Florida, Missouri, Illinois, Kentucky

Target offshore, inland, onshore, and marine operators, and oil and gas service companies along the Gulf Coast. Establish and maintain relationships with drilling, production, construction and maritime personnel to secure fuel, lubricant, and shore base service contracts. Accountable for maintaining sales activities in a CRM program. Participate in industry events to market products and services. Assist management with hiring, training, and collections.

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October 2002 to
March 2003

Advanced Therapy Solutions, Alexandria, LA

Provider Relations/Director of Operations

Territory: Baton Rouge, Lafayette, Alexandria, LA

Responsible for meeting with physicians and providing information on lymph edema therapy and obtain patient referrals from physicians. Responsible for meeting with nursing home administrators/owners to acquire contracts to provide physical, occupational, and speech therapy services. Managed employee benefits and payroll, maintained employee files, and accounts receivable and payables.

May 1997 to
October 2002

United States Probation Office, Lafayette, LA

Senior Probation Officer

Responsible for office support to all probation officers who provide supervision of federal offenders. Assist drug aftercare specialist with compiling drug offenders' case files. Audit billing entries received from drug clinics. Order drug-testing supplies for clinics and offices within the district. Responsible for quarterly audits of annual leave submitted to the Chief Probation Officer by district staff.