

# Brandon Killian

Houston, TX - Email me on Indeed: [indeed.com/r/Brandon-Killian/ff07e0564ba24a16](https://indeed.com/r/Brandon-Killian/ff07e0564ba24a16)

Results driven professional with 7+ years of multi-layered experience in Technical Sales, Electrical Engineering and Upstream Oil & Gas industry. I am seeking a position that will continue leveraging my engineering experience coupled with my strong technical sales experience. Has acquired a reputation as a highly motivated self-starter with strong communication and persuasive presentation skills. Analytical, organized, relationship-builder with the ability to identify needs, make technical recommendations, and implement effective solutions. Thrives in a fast-paced environment and multi-tasks effectively.  
Authorized to work in the US for any employer

## WORK EXPERIENCE

### **Quality Assurance Analyst (Contract)**

American Express - Houston, TX - August 2016 to January 2017

- Travel to client's sites to conduct product demonstration, integration, and set up of services.
- Receive and process all client data forms for participation in the American Express Opt Blue program.
- Effectively maintains and updates clients contact and records through FLOWFINITY (CRM) database.
- Prepare metrics daily for reporting and monitoring for trends and potential issues.

### **Strategic Account Executive (Contract)**

DTI Global - Houston, TX - February 2016 to May 2016

- Prospect and build a sales pipeline while developing sales opportunities for the Outside Sales Representatives/Managers by researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- Qualify all sales leads, allocate as appropriate, and drive leads through the sales process by initiating face-to-face appointments with the outside sales team.
- Consistently log and record each-and-every outreach made in Salesforce(CRM), producing regular activity reports as requested by Regional Sales Manager.

### **Well Access Specialist Engineer**

FMC Technologies - Houston, TX - August 2014 to July 2015

- International rotation in Kongsberg, Norway installing, maintaining and conducting gas and pressure testing on (Riser-less Light Well Intervention (R.L.W.I) Stack 4.
- Train class of 75 students from the apprenticeship program on how to configure and construct the C.M.C.S. (Centralized Master Control Station) for W.I.S. (Well Intervention Systems) group.
- Review and update electrical schematics, P &IDs, in order to consult customer on solutions to technical issues and offshore specifications.
- Offshore travel to Chevron Blind Faith platform to perform troubleshooting on the ULM (umbilical line module) and upgraded Adam modules for refurbishment.
- Provide remote and on-site customer support to trouble shoot equipment issues. Resolve internal and external technical support request or issues related to product specifications, installation, and application.

### **Topside Installation Engineer**

Africa for Exxon Mobil-MEGI SIV - Houston, TX - March 2013 to August 2014

- International rotation in Africa for Exxon Mobil-MEGI SIV (Subsea Intervention Vessel) campaign as a controls technician.

- Coordinating with internal customers to improve processes strategically while revising drawings and documentation to upgrade TSCP (Touch Screen Control Panel) for Talos Noonan field equipment per external customer specification and requirements.
- Preparing installation documents and flowcharts for existing topside control systems at LLOG offshore field to swap out 2 SCM's (Subsea Control Module) and bringing on another well.
- Assure system integrity by designing testing methods for E.F.A.T testing on finished product.
- Testing and configuring network protocols (VPN, TCP/IP, Port Configurations) of new cabinets for offshore productions.

### **Electrical Engineer (Contract)**

Konecranes - Houston, TX - July 2012 to January 2013

- International training in Hyvinkaa, Finland on electrical drawings, HMI (Human Machine Interface) parameter calibrations, inverter settings and calibrations (D2H, D2C, D2R).
- Responsible for accurate sizing, design selection, and error free proposal preparation including execution and testing.
- Procure parts as a frontline engineer to meet project specifications from blueprints, technical drawings and computer-generated reports.
- Analyze and update general arrangement (GA) drawings, single line diagrams, electrical schematics.
- Update bill of materials, parts, descriptions, assemblies in project deliverables database.

### **Inside Technical Sales Representative**

Fry's Electronics - Houston, TX - August 2011 to July 2012

- Network with clients along with other departments in the company to gather technical expertise for supporting the sales team as well as product educator & sales technician.
- Conducts technical discussion with customers on all projects to identify issues and offer creative solutions that exceed customer expectations.
- Consistently met or beat quotas for inside sales, far exceeding 20% weekly goal of \$10,000 for cross-selling store-wide products and upselling insurance plans.
- Drive sales with technical expertise, account management skills, sales ability, and exceptional customer focus.

### **Sales Representative, Sales Manager**

TXU Energy - Houston, TX - March 2010 to August 2011

- Establish the consulting infrastructure, including evaluations, billing and organization structure.
- Develop plans for managing & retaining talent inside the organization and for improving leadership strength.
- Manage a team of 12 in an aggressive and challenging organizational goals and strategies.
- Rank #1 among 15 representatives while in training class for outside territory sales productivity.

## **EDUCATION**

### **Bachelor of Science**

North Carolina A&T State University  
2008

## **SKILLS**

Salesforce (1 year), CRM (1 year), Inside Sales (3 years), Outside sales (3 years), Microsoft Office Suite (8 years), Installation Engineer (3 years), Engineering (4 years)

## LINKS

<https://www.linkedin.com/in/brandonkillian>

## CERTIFICATIONS/LICENSES

### **TWIC**

May 2013 to Present

### **Bosiet: Offshore Survival Training**

November 2013 to Present

## GROUPS

### **Houston Urban league- Young Professionals**

August 2016 to Present

### **N.S.B.E.**

August 2015 to Present