Mark Oberhoff

Cedar Park, TX - Email me on Indeed: indeed.com/r/Mark-Oberhoff/74d8c77ebe2de6e8

Willing to relocate: Anywhere
Authorized to work in the US for any employer

WORK EXPERIENCE

NATIONAL OILWELL VARCO - July 2014 to December 2015

Product Line Champion - Base Instrumentation July 2014-December 2015

• Responsible for over $100 million of revenue to manage and develop oilfield hardware such as force measurement
(strain gauge technology), hydraulic measurement (gauges, load cells), enclosures, and surface instrumentation.
• Developed and presented market information and product solutions to executive management for resource decision-making and new product development.
• Quantified market position using surveys and relationships with customers to determine needs, buying preferences and product satisfaction.
• Worked with engineering to devise solutions for potential market gaps and design new products to fill those needs.
• Interfaced with manufacturing to ensure proper tools were in place to build new products.
• Worked alongside marketing for pricing, product naming, advertising, and distribution techniques.

Sales Engineer
 - August 2010 to June 2014

• Managed up to 20 projects at a time with sales team and customers for hydraulic, electronic, and software solutions for oilfield equipment.
• Coordinated project details such as lead time, part creation and pricing for multiple product lines, scheduling, shipping, letters of credit, compliance with US regulations, and warranty issues.
• Responded to customer order issues and worked creatively to resolve time sensitive problems using product knowledge while collaborating with manufacturing and engineering.
• As intercompany sales engineer, worked directly with customers from other divisions within NOV.

Lead Software Engineer
 - April 2006 to August 2010

• Wrote algorithms, configuration files, and custom C code for oilfield software.
• Worked with international and domestic service engineers to resolve customer software and hardware issues.
• As lead software engineer, managed two software engineers.

Service Center Technician
 - March 2004 to April 2006

• Resolved issues including computer hardware and software, databases, and satellites.
• Worked with oilfield service technicians to fix equipment problems on drilling rigs.

Cell Interrogator/Test Technician
SOLECTRON - October 2003 to March 2004

Tested Cisco motherboards to identify and report script problems, open circuits, solder bridges, and bad chips.

Development Officer

LIVING WATER INTERNATIONAL - April 2002 to July 2003

Prepared grant proposals to fund water well drilling projects in underdeveloped countries where clean water is scarce or completely unavailable, such as Honduras, Uganda, and Guatemala.
• Instructed shallow well drill training seminars for unskilled volunteers traveling to drill sites.
• Met with Kenyan leadership in Africa to facilitate LWI's efforts there.
• Organized large and small scale fundraising events.
• Handled office IT work.

Information Technology Intern

CIRRUS LOGIC - June 2000 to August 2000

Utilized tools such as Visual Basic and other software applications to write new programs, modify and improve existing programs and correct programming errors.
• Worked in IT Department on the Help Desk team to diagnose and fix network, hardware and software problems
(such as component upgrades), replace parts, and build new desktop computers.

Motherboard Testing Technician

GMAIL.COM - Cedar Park, TX - May 1999 to August 1999

May 1999-August 1999

• Tested laptop motherboards, repaired testing machines that went offline, and developed new testing methods.
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EDUCATION

Bachelor of Science in Engineering Technology

TEXAS STATE UNIVERSITY - San Marcos, TX
August 2001