



# Ian Smith

**Senior Production Chemist**  
**Business Development Manager**  
**Account Manager**

iansmoo@yahoo.co.uk • 00974 5553 2196

[LinkedIn](#) • Doha, Qatar

**Nationality:** British • **Date of Birth:** 30/05/75

*Accomplished and performance-driven professional with a strong background in leading and optimising production chemistry projects. Proactive in developing and implementing innovative chemical solutions, enhancing laboratory procedures, and conducting advanced training programs for staff and graduates. Demonstrated ability to foster seamless collaboration across departments, drive operational efficiency, and contribute to industry knowledge through identification of strategic research initiatives. Known for managing comprehensive chemical service operations and cultivating business growth through strategic planning and market expansion.*

- Production Chemistry Project Leadership
- Advanced Chemical Solution Development
- Business Development & Market Expansion
- Environmental Compliance Optimisation
- Corrosion Testing & Inhibitor Development
- Laboratory Procedure Enhancement
- Training Program Design & Execution
- Operational Efficiency Improvement
- Strategic Research & Innovation
- Chemical Service Management
- Staff Mentorship & Development
- Supply Chain & Inventory Management
- Client Relationship Management
- Technical Support & Field Visits
- Chemical Blending & Resource Allocation

**Kintec Global; North Oil Company, Qatar**  
**Production Chemistry Technical Consultant**

2023 – Present

Spearhead multiple production chemistry projects through effective project management, planning and execution. Facilitate tailor-made, self-designed production chemistry training for local graduates and production staff to increase operational knowledge and capture legacy data. Guide and mentor graduate production chemists through comprehensive training programme. Collaborate with QEERI research institute at HBK(U) University, part of Qatar Foundation to develop a first of its kind practical corrosion testing training course, enriching skill sets of North Oil Company (NOC) personnel. Foster seamless collaboration across NOC departments to optimise workflow and communication relating to the 15-year field development plan. Revise offshore laboratory procedures manual, improving operational efficiency and compliance.

- Engaged in daily operational calls and liaised with research centers across Qatar to foster interdisciplinary knowledge sharing.
- Identified pivotal research areas in corrosion for presentation to QRDI, contributing to industry knowledge, in-country value and local capacity building.
- Established productive relationships with chemical vendors to drive innovation and enact sustainable chemical solutions in Al Shaheen oilfield.
- Identified a solvent recycling initiative to save \$400K from the laboratory chemical spend budget over 2 years.
- Empowered staff with essential skills through design and execution of a 16-Unit production chemistry training programme.

**Clariant Oil Services, Qatar**

2006 – 2023

**District Manager Middle East - Qatar, Turkey, Bahrain, West Pakistan and Kuwait | 2014 – 2023**

Met sales objectives through strategic planning and employment. Cultivated new business opportunities through proactive business development efforts including full technical and commercial tender submissions. Enhanced brand presence and market position through effective technical solutions and marketing strategies. Oversaw contracts and ensured efficient contract administration and business retention. Orchestrated establishment of in-321country chemical blending, inventory management, and order fulfillment to optimise resource allocation and reduce operational costs.

- Achieved sales expansion across Qatar, Bahrain, Turkey, Kuwait, and West Pakistan through strategic planning and execution.
- Accomplished significant growth from CHF 1M by directing full profit and loss responsibility of CHF 4.5M for Qatar.
- Supervised vendor operations, enhancing logistics/delivery processes, leading to increased repeat business.
- Led operations across Qatar, securing seamless coordination among contractors, field engineers, and third-party vendors, resulting in improved project efficiency, timely deliveries and customer satisfaction.

- Headed new technical initiatives focused on developing advanced demulsifiers, corrosion inhibitors, and water clarifiers, elevating product offerings, and meeting evolving customer demands.
- Amplified oil-in-water performance on multiple platforms, optimising environmental compliance and operational efficiency.
- Effective project management - setting up a new operational and support site in Bahrain including laboratory design and commissioning, warehouse, office building and daily downhole corrosion inhibitor chemical treatment program.

#### Oilfield Chemical Account Manager – Clariant Oil Services - Doha Qatar, 2011 – 2014

Directed and supported Clariant's operations in Qatar, serving key clients, such as QatarGas, Maersk Oil Qatar, and Qatar Petroleum. Facilitated business development initiatives with major oil companies in Qatar, including Total Energy, Occidental, RasGas, and Dolphin Energy. Conducted regular technical field visits to meet customer needs and provide 24-hour technical support.

- Ensured accurate pricing, quotations, invoicing, and timely product deliveries by collaborating with local agents.
- Guaranteed efficient supply chain operations and inventory accuracy by managing contract oversight and reviewing incoming stock inventories from UAE.
- Supported Clariant's business expansion by conducting technical visits to GCC countries, such as Oman, UAE, Kuwait, and Bahrain.

#### Chemical Account Representative / Offshore Coordinator – Clariant Oil Services Aberdeen | 2006 – 2011

Streamlined day-to-day operations by overseeing comprehensive chemical service and supply operations for BP's oil and gas terminals in UK. Performed regular technical visits to ensure operational efficiency and customer satisfaction. Acted as a central point of contact within Clariant, ensuring seamless execution of business operations with BP for all offshore assets. Managed chemical orders, invoicing, and technical support projects to uphold high standards of service and efficiency.

- Maintained accurate pricing and PO compliance for BP assets, including offshore platforms, such as BP Magnus, Clair, Foinhaven, Scheihallion, Wytch Farm, Bruce, and Harding, by utilising SAP systems.
- Enhanced client relationship management by supporting Clariant account managers at BP's Aberdeen headquarters, leading to improved customer satisfaction and increased sales opportunities.
- With Baker Hughes engineered novel demulsifier for Maersk Tyra East and West, integrating technology for efficient operation.

## Additional Experiences

<b>Analytical Chemist – ICP, HPLC</b> – Baker Petrolite / Baker Hughes – Aberdeen	2003 – 2006
<b>Relief Account Manager</b> – Baker Petrolite / Baker Hughes - Chevron Angola	2005
<b>Chemical Application Engineer</b> – Baker Petrolite / Baker Hughes Aberdeen	1999 – 2003
<b>Quality Control Technician</b> – Baker Petrolite / Baker Hughes – Aberdeen	1998 – 1999

## Education

**Bachelor of Science in Applied Biosciences and Chemistry** | The Robert Gordon University – Aberdeen, UK.

## Professional Development

Oilfield and Production Chemistry, Sales Counsellor, Advanced CRM, Miller Heiman Strategic Selling

Corrosion and Hydrogen Sulfide Management , Scale and Microbial Treatment, COSHH Assessor, TBOSIET, H2S, Full Medical

## Professional Associations

Member of The Royal Society of Chemistry – MRSC

Member of The Society of Petroleum Engineers – SPE

Member of The Association for Materials Protection and Performance - AMPP (formerly NACE)