JORGE CHEGIN

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SUMMARY

A bilingual Account Executive with strong expertise in account management and technical sales, specializing in data analytics and business intelligence within the energy sector. Demonstrated success in leveraging project management methodologies like Lean and Six Sigma to drive operational excellence and customer satisfaction. Proven track record of boosting sales and market presence through strategic relationship building and effective communication. Eager to apply technical and managerial skills to enhance client relationships and drive success as a Technical Account Manager.

**Business Development | Project Management | Business Growth | Analytical Thinking | Value Proposition
Corporate Planning | Business Intelligence | Data Analysis and Visualization | Technical Sales | Budget Planning
Organizational Leadership | Reservoir Engineering | Energy Management | Electrification**

EXPERIENCE

WSI, Denver, Colorado
Account Executive, 2023-2024

- Developed sales plans for customer base that defined strategy and actions required to achieve goals and growth objectives.
- Utilized Power BI to analyze and categorize 350-plus potential customers and secured the first project within 90 days, accelerating revenue growth.
- Developed rapport and established strategic relationships with current and potential customers.
- Delivered powerful presentations that influenced 25 potential customer groups, resulting in a 12% boost in new business opportunities and market expansion.
- Utilized all methods to stay current with advances in products and procedures; mastered skills and knowledge required for role.
- Collaborated with clients to establish successful short-term projects and long-range partnerships, leading to 20% growth in sales and expanded market presence in the Mountain Region.

CUMMINS, Denver, Colorado
Account Executive, 2021-2023

- Boosted aftermarket sales by 25% through Cummins branch and OEM dealer channels, resulting in increased revenue and market share.
- Achieved heavy-duty and medium-duty market share targets, contributing to increased brand presence and customer trust
- Acted as a bridge between customers and operation teams, contributing to a 10% improvement in bus service efficiency, ultimately boosting customer loyalty and referrals.
- Developed and nurtured end-to-end relationships with Dealer and transit authorities, resulting in a 15% increase in customer satisfaction and retention, driving business growth.
- Developed clear account and planning strategies to support customer base, leading to improved client relationships and increased sales opportunities
- Documented customer opportunities and activities within Salesforce, improving data accuracy and supporting strategic decision-making.
- Participated and presented in trade shows within territory.
- Surpassed Bus Business sales targets by 20% to win the Q3-2022 Legendary Sales Award, fueling customer satisfaction and brand loyalty.

ADVANCE ENERGY PARTNER, Houston, Texas
Planning Engineer, 2019-2020

- Created forecast planning models in an integrated platform to build short- and long-range strategic plans.
- Gathered operational requirements for new well drilling plans to expose all investment classes and perform single well economics, leading to more informed investment decisions and optimized resource allocation.
- Streamlined investment plans to reduce capital expenses by 8%, resulting in increased cost savings and improved financial performance.

- Performed budgeting, forecasting, and planning activities to support analysis by the finance department, facilitating accurate financial reporting and strategic financial planning.
- Improved system capacity by 5% and optimized frac water workflow, resulting in increased production efficiency and reduced operational deficiencies.
- Built a holistic operational scheduler capable of optimizing well construction activities.
- Prepared comprehensive field development reviews for senior leadership and investment partners on short- and long-range plans.
- Led implementation of Quorum Enersight and operational scheduler (Quorum Execute) to optimize workflow.

FRONTENDER CORPORATION, Houston, Texas
Field Development Advisor & Reservoir Engineer, 2015-2018

- Created, optimized, and updated field development plans, enhancing project efficiency and alignment with company goals.
- Conducted asset evaluation, reserve estimation, DCA, and field development plans as part of due diligence projects, improving investment decision-making and project viability.
- Evaluated oil and gas asset opportunities in Barnett Shale, Eagle Ford, and Louisiana Assets, identifying high-potential investments and reducing financial risk.
- Led asset management under risk and uncertainty analysis, using Monte Carlo simulation (ARIES, Enersight, Fekete, and PHDwin).
- Integrated asset management and production optimization via integrated production models, leading to increased production efficiency and reduced operational costs.
- Optimized production forecast using data analytics (ESP application), leading to improved accuracy in production planning.
- Implemented digital oilfield workflows from proposal and design to execution, enhancing operational efficiency and project delivery.
- Oversaw reservoir surveillance plan and designed KPIs dashboard, resulting in improved monitoring and decision-making processes.
- Executed a decline curve analysis (DCA) using rate transient analysis (RTA) workflow, which enhanced production forecasting accuracy.
- Developed Sweet Spot, Step-Out, and Infill Drilling Candidate Identification for brownfield in OMV Petrom, Bucharest, Romania, using PetroVisor, Power BI, and SQL databases, leading to more targeted and effective drilling strategies.
- Evaluated the field development plan for Al Dharma Area 2 field (Dahfra-Mush ash) unconventional play, ensuring alignment with project goals and identifying potential areas for improvement.
- Optimized field development, reducing energy consumption, resulting in $300M with well architecture and stimulation techniques, decreasing project UTC more than 50%.
- Led a project for ADNOC in Abu Dhabi focusing on production monitoring and performance management, which enhanced operational efficiency and identified key performance improvements.
- Managed data analytics project to integrate data from multiple sources along with KPIs on Spotfire to improve reservoir / field performance analysis and enable corrective actions across production units.
- Implemented business process management (BPM) to automate several internal processes, leading to a 20% improvement of work efficiency.
- Led modeling and optimization process of gas and water injection on ARAB-A2 and ARAB-B reservoir, which increased project value by $600M.

ADDITIONAL EXPERIENCE

ABSOLUTE COMPLETION TECHNOLOGIES, Calgary, Canada, **Technology Application Manager,** 2010-2013. Expanded current market and generated new business in South and Central America while integrating oilfield knowledge with reservoir, production, sand control, and completion. Designed optimized lower and upper completion equipment to improve operational flexibility while reducing cost to customers. Delivered over $30M in new revenue. Achieved 100% client retention and added over 10 new clients.

HALLIBURTON, Houston Texas, **Reservoir Engineer,** 2007-2010. Integrated field development model using VIP / Nexus and Decision Management System (DMS) to evaluate uncertainties and optimize NPV of projects in Mexico and Brazil. Performed predictive modeling, forecasting simulations, optimization, and portfolio analysis for PEMEX, Mexico.

BJ SERVICES COMPANY, El Tigre, Venezuela, **Field Service Engineer III,** 2002-2007. Designed cementing, acidizing, and fracturing jobs to work in different fields. Oversaw well services operations, including client technology presentations, proposal preparation, field services supervision, reports, and invoicing. Developed HPHT treatment design for fields in Venezuela, Trinidad, and Tobago.

EDUCATION

UNIVERSITY OF COLORADO DENVER, Denver, Colorado
M.S., Global Energy Management, 2015

UNIVERSIDAD CENTRAL DE VENEZUELA, Caracas, Venezuela
B.S., Petroleum Engineering, 2002

TECHNICAL SKILLS

Salesforce | Microsoft Office Suite | ARIES | Power BI | SQL Server | Tableau | Spotfire | Python | Data Mining | Statistics