

Ian MacDonald Smith



Current Doha Contact Details

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Current Employer – North Oil Company - Production Chemistry Technical Consultant Location Doha, Qatar.

Employed through “Kintec Global” - August 2023 to present.

- I am involved in various projects relating to production chemistry including filed development.
- As a production chemist technical consultant, I have been effectively delivering self-developed bespoke production chemistry training units to local graduate developpees and experienced production personnel. I am **coaching and mentoring a graduate developpee production chemist** which involves designing and delivering a 22 Unit **production chemistry training course**.
- Attending daily chemical team operational calls and liaising with Research Centre’s across Qatar.
- I have forged close ties with **QEERI (Qatar Environmental and Energy Research Institute)** to develop a graduate corrosion testing training course to deliver to NOC developpees.
- Identified key research topics in **Corrosion to take to QRDI – Qatar Research and Development Institute**.
- **Interfacing with chemical vendors** from management to technical SMEs in order to identify product improvements, new treatment strategies, more environmentally friendly chemistries, new technologies and implementing the chemical application field development plan for the Al Shaheen oilfield for the next 15 years.
- I interact seamlessly with all departments within NOC from colleagues to upper management. This includes procurement department heads, offshore laboratory technicians, Major Projects, Integrity and Inspections, Contract Engineers, Process Engineers, Offshore Personnel including laboratory technicians, offshore installation managers and production superintendents.
- Significant contribution and revision of the offshore laboratory procedures manual.

Current Role Achievements

- Identified cost saving initiatives on laboratory solvents by devising a recycling initiative that will save \$180K from the laboratory budget.
- Design and delivery of an asset tailored 22 Unit production chemistry training program.

Technical Strengths, Skills, Achievements and Experience

I have a good all-round knowledge of oil and gas production. I am well versed in production chemistry procedures and protocols and hold a wealth of chemical application engineering experience along with extensive on-the-job process optimisation techniques and skills.

- Project Management
- Corrosion Management
- Scale Management
- Water Clarification/Reverse Demulsifiers
- Demulsifiers
- Schmoo / Antifoulant
- EOR
- Laboratory Design, Setup and Procedures
- Biocides
- I have strong multicultural social skills with a good understanding and respect for various religious customs and sensitivities.
- Developed a new produced water antifoulant/Schmoo Inhibitor with Clariant for use by North Oil Company.
- I have a BSc Degree in Applied Biosciences and Chemistry and worked in the Energy Industry for 26 years.
- My vast **26 years of upstream post graduate experience** has taken me all over the world to **multiple international locations** from the beam pumps of both Midland in Texas and Awali in Bahrain to offshore Angola, Qatar, Denmark, UK and Norway. I have worked in other onshore fields such as Oman, Kuwait, and Shell Pernis in Rotterdam.
- English is my first language and I have excellent Microsoft office skills.

Publications/Papers – “Recent Experience in Squeeze Treating Huff and Puff Wells for Control of Steam flood Generated Calcium Carbonate Scale” - Alex Thornton; Yaz Belhimer; **Ian Smith**; Aravind Subramaniyan
Paper presented at the SPE International Oilfield Scale Conference and Exhibition, Aberdeen, Scotland, UK, June 2018.
Paper Number: SPE-190701-MS, <https://doi.org/10.2118/190701-MS>, Published: June 20th, 2018.

Seminars – SPE Doha Qatar; “Water Management: Turning a liability into an opportunity”. Previously I presented at an SPE workshop in Doha Qatar to around 100 industry experts. The topic of my presentation was water clarifiers, types of water clarifiers, their application, and the environmental impact of their usage in the oil industry.

Notable Technical Achievements

- Growth of Clariant sales in Bahrain, extending the use of new applications to increase customers production.
- I developed an ultra-filtration method to use with scale inhibitor squeeze return water samples to increase their concentration levels to bring them above the level of detection so they could be analysed accurately.
- Reducing the OIW on the QatarEnergy owned PS2 and PS3 platforms by selecting and developing a water clarifier that improved OIW by up to 33% and 59% respectively.
- Improved the oil in water on the Brae Bravo by applying a dual water clarifier system to their produced water system and was awarded a financial payout by Marathon Oil.
- I developed a new high performing demulsifier called DMO86590 for Maersk Denmark for Tyra East and West, it was mixed on the fly live in the system using online BS&W monitors and online OIW analysers.

Project Management

I setup the entire chemical supply operation in Bahrain for Clariant, I also designed the corrosion batch treatment schedule for the entire field including daily treatments, dosages and volumes. I interviewed and recruited field engineers and chemists along with treater truck operators to run the operations after spending 3 months setting it

up. I ordered the main treater truck and designed and tested the back-up treater truck chemical storage and pumping system from scratch.

Commercial Achievements

- As a District Manager at Clariant effectively **managed multi \$million contracts giving support to production chemistry activities** such as chemical management contracts with hands on field support.
- Won multiple tenders and retained key accounts year after growing sales in Qatar from CHF1million/year to CHF4.5 million/year while working with Clariant.
- Winning large demulsifier accounts tenders and grow the business up to the value of \$4.5 million/year in Kuwait while working with Clariant.
- Grew business in Bahrain from \$0.5 million to \$3.5 million/year while working with Clariant.

Career Goals

My short-term career goal is to be more involved in water treatment and to develop further in this field, a subject which I am very passionate about. Long term goals are to achieve work satisfaction from operating in a challenging and rewarding workplace.

Employment History

Previous Employer - Clariant Oil Services

Location Doha, Qatar - November 2006 to May 2023

District Manager Middle East - Qatar, Turkey, Bahrain, West Pakistan and Kuwait – July 2014 to May 2023

My most recent role in Clariant was of District Manager for Clariant Oil Services based in Qatar and overseeing all company interests in Qatar, Turkey, Bahrain, West Pakistan, and Kuwait. I gained significant growth in sales in all these countries. Responsible for each country in various aspects of management from sales to operations. For Qatar I had a full P&L responsibility of CHF4.5 million which was grown from CHF1 million over the last few years.

- **Exceeding sales targets**
- **Business development**
- **Marketing and strengthening the brand**
- **Compiling technical and commercial tender submissions**
- **Contract Management**
- **Account Management**
- **Technical and Product Development**
- **Product selection and coordinating technical projects.**
- **Qualification of Products with Customers for tenders opportunities**
- **Daily, weekly and monthly customer interfacing and support on a technical/commercial level.**

I was the key representative for Clariant Oil and Mining Services in Qatar, Turkey, Kuwait and Bahrain where I worked under my own direction applying my own sales strategies as well as coordinated management strategies.

- Managing and interfacing with contractors, sales representatives, field engineers and I working closely with the Qatar Operations Manager to manage all operational aspects of Clariant's business in Qatar. Management of the 3rd party vendors, interfacing with 3rd party toll blender for chemical blending, management of the chemical stock in our storage warehouse including tank filling operations, order fulfilment and the supervision of various vendor operations including transport and deliveries.
- Fully managed and wrote tender applications for new and retendered business and supported the regional manager and the business development manager to develop new business in my countries of responsibility.
- Recent tender submission for \$18million/year to develop a new Gas CI and BI for a major gas and LNG producing company. Managed full technical preparation to the final commercial submission including development of price indexes tied to key feedstock and raw material prices.
- Initiating new technical projects and assisting in the formulating and development of new products including demulsifiers, corrosion inhibitors and water clarifiers.

Oilfield Chemical Account Manager – Clariant Oil Services

Location Doha, Qatar – April 2011 to June 2014

- Handling and supporting Clariant's business in Qatar. Customers included Maersk Oil Qatar, QatarGas and Qatar Petroleum. Supported business development with all other key oil companies in Qatar including Occidental, Total Energy, RasGas, Qatar Petroleum and Dolphin Energy.
- Based in Qatar involved regular technical field visits to support customer needs. 24-hour technical support for all of our customers. Working with local agent to provide accurate pricing, invoicing, quotations, timely product deliveries and regular customer visits. Supported existing Clariant business as well as business development through technical visits to other GCC countries such as UAE, Oman, Bahrain, and Kuwait. Mostly working above my role requirements doing **Country Manager** duties like management of contracts, reviewing, and maintaining incoming stock inventories from the UAE.

Chemical Account Representative – Clariant Oil Services for BP

Location Aberdeen, UK - Nov 2009 to April 2011

- Managing all aspects of chemical service and supply to several of BP's oil and gas terminals in the UK. This included regular technical visits. Regular use of SAP systems I was responsible for maintaining accurate pricing for all BP assets including several offshore platforms and installations like BP Magnus, Clair, Foinhaven, Scheihallion, Wytch Farm, Bruce and Harding. I provided support to Clariant account managers based in BP's Aberdeen headquarters. Supporting the BP regional manager, I acted as a focal point within Clariant ensuring that many aspects of our business with BP including chemical orders, invoicing and technical support projects were carried out correctly and efficiently.

Offshore Coordinator – Clariant Oil Services

Location Aberdeen, UK – Nov 2006 Nov 2009

- Management and supervision of a team of Clariant ad-hoc offshore chemists including third-party chemists. Supporting the UK business development manager by supervising Clariant's offshore department. Responsible for overseeing chemical service visits were conducted to a high standard. Direct man management of the offshore team comprising of up to 6 chemical engineers. Duties included planning the schedule of visits, updating, and writing trial procedures, programs, and analytical procedures, holding technical meetings with customers and the arrangement, mobilisation, and maintenance of all offshore related equipment.

Chemical Account Representative – Clariant Oil Services for WoodGroup/ITHACA

Location Aberdeen, UK - Nov 2006 - Nov 2009

- Day-to-day management of the WoodGroup/ITHACA chemical supply account for the Beatrice and Jackie platforms/jackets. The role included planning trials, performing quarterly chemical health checks at both Nigg Oil Terminal and the Beatrice and Jacky offshore platforms as well as producing monthly asset specific chemical related reports. Monitoring the chemical treatment programs, providing production chemistry support, and dealing with any chemical related issues. Account management, monthly face to face meetings with my main WoodGroup contacts including production chemists, the asset manager, corrosion engineers and the environmental representative. Daily interfacing with the customer through emails and by telephone. Internal audits; project-based work and used to maintain the chemical demand planning system to support supply chain. I was also Clariant's FPAL representative Internal audits and project-based work.

Previous Employment – Baker Petrolite - March 1998 to October 2006

Technical Service Chemist Grade 8 May 2003 – Oct 2006

Location Aberdeen, UK

- While at Baker Petrolite I gained a total of 8 years industry experience in oilfield production chemistry which included regular trips offshore and laboratory-based work. While onshore I worked in the Technical Service laboratory in Aberdeen. My main duties involved chemical analysis using ICP and HPLC. I also carried out method development on these instruments. From time to time, I carried out a small amount of Corrosion work and chemical compatibility testing. My responsibilities included the operation and supervision of the Spectro Ciros ICP, carrying out 13 ion analysis on all of our customer's squeeze returns, analysis of solids and occasional environmental water sample analysis.

- I was responsible for the day to day running and maintenance of the Spectro ICP machine and for making up the relevant dynamic correction standards. I was also involved in the training and supervision of other chemists who operated the ICP.
- I gained a broad range of oilfield chemical analysis skills carrying out wet chemistry techniques and wax and asphaltene testing. I carried out emulsion and water clarifier work which was related to product selection and compatibility.

Relief Account Manager – Baker Petrolite / Baker Hughes - Chevron Angola – May 2005 - June 2005

Location Aberdeen, UK

- In 2005 while working for Baker Petrolite I spent a month working offshore Angola covering as an offshore chemical account manager. I was in charge of the chemical supply and chemical supply, application, and management for 3 manned installations and 10 unmanned satellites. My duties included a wide range of tasks from ordering chemicals, dealing with customer problems and queries, checking pump rates, and dealing with safety and environmental issues. I worked very closely alongside the customer helping to maintain and improve the daily production processes.

Chemical Application Engineer – Baker Petrolite / Baker Hughes - Sep 1999 – May 2003

Location Aberdeen, UK

- I was a member of the Offshore Team where I worked for over three years as a Chemical Applications Engineer and traveled to many offshore locations supporting new and existing business. My job involved traveling to offshore and land-based oil installations on an ad-hoc basis where I managed, applied, and optimised Baker Petrolite's chemicals. These were mainly demulsifiers and water clarifiers. I also provided laboratory technician cover when needed. I managed the deployment of several scale squeezes and part of my job involved setting up and operating air driven pumps and all related equipment for the purpose of carrying out field trials. I gained a good knowledge of oilfield process production systems both onshore and offshore.

International Field Visits

- I carried out several international assignments which involved traveling to Norway, Denmark, and Holland. When I was not offshore, I was working on a continuous project to develop and formulate environmentally friendly demulsifiers. While working offshore in Denmark on the Maersk owned Tyra East and West platforms, I developed a new demulsifier called DMO86590 specifically for those two locations using live in-line mixing techniques of each component.
- My job involved working closely with the customer directly and helping to solve any chemical related problems. I was awarded a financial reward by Marathon Oil UK for my work in improving the water quality of the overboard oil in water on the Brae Bravo by applying a dual water clarifier system to their produced water train.

Quality Control Technician – Baker Petrolite / Baker Hughes – April 1998 – Sept 1999

Location Aberdeen, UK

- I worked for fourteen months as a Quality Control technician. My job involved the daily analysis of oilfield chemicals. I tested specialty chemicals for various physical properties such as water content, amine content, pH, specific gravity, and viscosity.

Education, Qualifications and Training

The Robert Gordon University

BSc Degree in Applied Biosciences and Chemistry-1994-1997

Enzymology, Instrumental Analysis, Microbiology, Toxicology, Organic Chemistry, Inorganic Chemistry and Ecological Processes. 8-week project looking at the levels of glutathione in various types of bacteria. Statistics, Animal Physiology, Environmental Policy, Ecosystems, Kinetics, Biology of Microorganisms and Thermodynamics.

PGD/MSc in Analytical Science: Oilfield and Environmental Analysis -Sept 2005- Nov 2006

Part time MSc in Analytical Science. **Completed 50% of the course** due to a change from Baker Hughes to Clariant.

Bell Baxter High School

Fife, Scotland 1987-1993 Highers – Geography, English, and Art. O’Grades / S’Grades – English, Geography, Mathematics, German, Chemistry and Physics.

Training Courses

Oilfield focused courses I have attended include various Oilfield and Production Chemistry course, Corrosion and Hydrogen Sulfide Scavenger course, Scale and Microbial Treatment course and IOSH/COSHH assessor courses. Others include effective communication and presentation skills, interpersonal skills, and time management.

Professional References

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Professional Membership

Royal Society of Chemistry Member – MRSC – membership no 745779
Society of Petroleum Engineers - SPE – membership no 3462129

Personal Life

Live in Doha with my wife 2 children. I enjoy family life, keeping fit and travelling. I am ready to locate to any country either on my own or with my family who will base themselves in the UK in the short term.