



Candidate **Dirk Bosman**

PERSONAL DETAILS

Location: Beijing

QUALIFICATIONS

B.Eng (Industrial) – University of Stellenbosch, South Africa (2005)

CAREER SUMMARY

2013 to date Baker Hughes

Jun 2019 – Present

Position: General Manager - Drilling Services for North Asia

- Leading the exciting business unit of Drilling Services for North Asia based out of Beijing, China.
- Owner of a multi-\$100m P&L and leading all aspects of the business - from sales & commercial all the way through service delivery & execution.
- Strong focus on introduction and implementation of Baker Hughes' latest Lucida technology.
- Driving close and collaborative relationships with our government end-user clients / National Oil Companies.

Nov 2017 – Jun 2019

Position: Global Commercial Operations Lead - Drilling Services

Location: Celle, Germany

- Develop and drive commercial strategies for a multi-\$B global Product Line (Global, Regions, Countries, Accounts) for aggressive (and actually realized) growth.
- Implementation of a processed based approach to global commercial operations and pricing.
- Strong drive on the implementation and use of business analytics for decision making.

Aug 2016 – Nov 2017

Position: Country Manager & Cluster Lead - Central Africa (Parallel Role)

Location: Pointe Noire, Congo

- Day-to-day management of country operations for multiple business units with a strong compliance focus.
- Primary representative of Baker Hughes in front of government and clients.

Feb 2016 – Aug 2016**Position: Commercial Manager - North Africa & Remotes + Country Lead Tanzania**

- Commercial Manager - North Africa & East Africa (Remotes)
- Country Lead for Tanzania

Sep 2013 – Aug 2016

Position: Regional Sales Manager - Drilling Services (Sub Sahara Africa)

Location: Cape Town Area, South Africa

- Regional Sales Manager for Drilling Services in Africa (Various Regions over period)
- Sub-Sahara, East, South and Far West Africa.
- Also covering Strategic Business Development for Sub-Sahara Africa (All PL's)

Aug 2012 – Sep 2013 Weatherford**Position: Business Development Manager - Drilling & Rental Tools**

- Regional Business Development Manager for Drilling & Rental Tools - SubSaharan Africa.
- Successful turn-around of a loss-making business by enabling aggressive growth through a strategic business development focus.

Jul 2007 to Aug 2012 Schlumberger**Jan 2011 – Aug 2012****Position: District Manager – Smith (South & East Africa)**

Location: Cape Town, South Africa

- District Manager for Smith covering South and East Africa
- Business Unit Manager w/ direct P&L responsibility.
- Part of Smith-Schlumberger integration / merger team

Jul 2007 – Jan 2011**Position: Field Engineer - Drilling and Measurements**

Locations: Norway, Angola, Congo, Mozambique, Gabon, France, USA, etc.

- Field Engineer for Global Oilfield Service company p

Aug 2006 – Jun 2007 ACM Management Permanent**Position: Mechanical Maintenance Engineer**

Location: London, United Kingdom

- Turn- key Facilities Management - Assets & Expansion Projects

Feb 2006 – Aug 2006 Atlas Futures Ltd.**Position: Internship Graduate Futures Trader**

Location: London, United Kingdom

- Graduate Program - Financial Futures Trading
- Live trading of German government bond future contracts on Eurex

COMMENT**Johnston Vere Associates Limited**

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Established 1987

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Registered in England.
Company registration 09071421

Leadership & Oilfield Specific Courses

Baker Hughes: General Electric course: Growth Mindset Pilot,
Various Leadership and Commercial Courses, Commercial and Product Knowledge Workshop, Log
Analysis, Directional Drilling Academy

Smith (Schlumberger): 6 months EIT course – Well Creation / Drilling Engineering

Schlumberger: ENG-1, SCOPE, OFS-1,2&3, QHSE 1, DD1, Drilling Optimization, ST-1 Sales Course,
Problem Solving by Root Cause Analysis – PRAGMA (2009)

Weatherford: Fast Track DRT Management Course

Software Skills

MS Office Suite (Word, PowerPoint, Access, advanced Excel VBA programming) Programming –
MATLAB, Visual Basic, Turbo Pascal

Drawing packages – Inventor and CAD

CQG Chart & Technical Analysis / TT Futures Trading Platform

For further information please contact Jan Johnston on 01695 570 696 or email janj@johnston-vere.co.uk

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