

Curriculum Vitae

Name: Mark Snedden
Date of Birth: 20 March 1972 (Age 39)
Place of Birth: Paisley, United Kingdom
Marital Status: Married to Stacey
with three children (Elizabeth 8, Kirsty 6 and Harrison 4)

Home Address: 2 Meylea Street,
Wester Inch Village,
Bathgate
West Lothian EH48 2SQ
United Kingdom

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Summary: An experienced business development professional with a 15-year plus proven track record in sales and account management. With extensive knowledge and experience in the worldwide oil and gas industry, he has a particular focus on providing engineered metering solutions including supervisory control systems, skid-mounted mechanical packages and specialist engineering and support services.

Current Employment:

Business Development Manager
(Tyco Fire & Integrated Solutions Limited, Aberdeen UK)
March 2011 – present

Responsible for all client account management for existing metering service contracts worth in excess of £7.5M per annum, as well as developing overall growth and profitability of the business.

Currently working closely with Rhomax's metering technical authority to develop a strategy to diversify the current business streams. This will include the set-up of a metering systems division, and the representation of metering and analysis products for a range of manufacturers within the UK, Europe, Asian and Middle Eastern markets.

Working closely with other Tyco divisions to cross-sell expertise with other Tyco products and services to oil and gas end-users and specialist engineering contractors worldwide.

Tender management for metering service contracts and ad-hoc provision of specialist manpower services such as Metering technicians, engineers and consultants as well as Hydrocarbon accountants and Allocation engineers.

Previous Employment History:

***Business Development Manager – Global
(SGC Metering, part of Petrofac Offshore Engineering & Operations
formerly Stephen Gillespie Consultants Limited, Grangemouth UK)
August 2007 – March 2011***

Responsible for all commercial management and development of new and existing business opportunities for SGC Metering.

This involved selling the company's expertise in the design and manufacture of flow metering computer and supervisory control systems and associated products for new projects which included installation and commissioning services.

In the last two years of my tenure at SGC I was responsible for promoting and selling the newly formed packaged solutions division of the business [provided turn-key systems and skid mounted metering packages]. Among recent successes included the provision of two skid mounted packages complying with MID and Norsok standards to BP Norway for the Oselvar development project worth in excess of £2.5M.

In addition I also had the responsibility for managing existing SGC accounts including the provision of modifications, upgrades and support services for existing customer systems. This included lucrative client support contracts worth in excess of £500k per annum.

The Global business development element included the management of agents and representatives located throughout the world including Libya, Nigeria (North and West Africa), Saudi Arabia (Middle East), Malaysia and Indonesia (Asia-Pacific), as well as management and servicing of internal Petrofac clients for packaged solutions including the Engineering & Construction business based in Sharjah, UAE.

Also supported the Sales Manager in development of technical solutions for bid purposes, and ensuring that commercial quotations returned acceptable margins whilst remaining competitive and representing good value for money to the customer.

***Key Account Sales Manager - Scotland
(Circor Instrumentation Limited, Harrow UK)
February 2004 – August 2007***

Responsible for the sales, marketing and product support for Hoke valves and 'Gyrolok' fittings and Circle Seal instrumentation product lines to all key accounts based in Scotland. This involved developing product sales opportunities and supporting the existing installed based of products primarily on offshore oil production installations, chemical plants, refineries and other industrial plants such as paper mills and water treatment facilities. I was based working from an office at home and reporting directly to the UK Sales Director in the head-office based in Harrow, United Kingdom.

Previous Employment History continued:

***Area Sales Manager – Scotland
(Pegler & Loudon – BSS Group, Nottingham UK)***

January 2003 – February 2004

Responsible for the sales and marketing of various valve technologies and actuation products for Scottish region.

Dealing with a range of valve product end-users, ranging from oil and gas operators, engineering houses and contracting companies, paper-mills and distilleries.

***Senior Field Representative - Halliburton Measurement Systems EMEA
(Halliburton Manufacturing & Services, Aberdeen UK)***

September 2000 – December 2002

Initially based in Aberdeen working as part of a team of three engineers supporting Halliburton customers in the UK, Norway, Former Soviet Union (FSU) and the Middle East and Africa. I was primarily responsible for the sales and management of Halliburton Measurement Systems products to four separate distributors/agents based in both the UK and Norway.

After year one I was seconded to work on a project based in Algeria working for Sonatrach-Anadarko automating remote water and gas injection and production well-sites. I was working on a 'month-on-month-off rotation', and the project lasted for just under two years and involved the automation of approximately 120 remote well-sites. Each well-site installation consisted of the design, manufacture and installation of a custom made spool piece containing either a turbine meter, or orifice carrier with differential pressure transmitters, and pressure and temperature instruments which was then incorporated into existing piping network. The instruments would then be connected to a remote field mounted flow computer system which was configured to communicate back to a CCR using cellular communications for the purposes of collating flow data for production and control purposes. These systems were completely stand-alone and were solar powered with all associated installation and field cabling carried out by the project team.

***Product Sales Manager
(Rhymax Engineering Limited, Aberdeen UK)***

March 1997 – August 2000

Reporting directly to the managing director I was responsible for a small sales and marketing team which generated in excess of £2M of the company's turnover and 50% of the profit margin by the selling and marketing of a comprehensive range of flow metering products which Rhymax distributed on behalf of a number of blue-chip manufacturers such as Emerson, Faure Herman, Halliburton, McCrometer, and Solartron.

In addition to my core responsibilities I was also responsible assisting Solartron with the installation and commissioning of densitometer products which Rhymax sold to the Brewing and Distilling industries, and promoting the company's core consultancy and calibration services businesses to our extensive customer base.

Vocational Experience / Education / Qualifications:

North Sea Flow Measurement Workshop – Technical Papers

Tekna, Tonsberg, Norway

2009, and scheduled 2011

North Sea Flow Measurement Workshop – Technical Papers

TUV-NEL, St Andrews, UK

2008, 2006, 2002, 2000

***Aramco Custody Measurement Unit Technical Exchange Meeting –
Technical Papers***

Saudi Aramco, Dhahran, KSA

2009, 2007, and scheduled 2011

Currently undertaking a NVQ Diploma in Oil and Gas Production Technology

OPITO, Aberdeen, UK

2011

Achieved ‘Higher Level’ Grade in Art, Engineering, English, French and Mathematics

Achieved ‘Ordinary Level’ Grade in Modern Studies

Ellon Academy, Ellon, UK

1988-1990