

Experience **Founder & Lead Researcher, Fact Harbor (factharbor.com)**

July 2018 to Present | Charlotte, North Carolina

- Providing supply chain research to the oil and gas industry with subscription databases of companies, assets, and leaders with mapping and analytics tools.

Market Intelligence & Internal Consultant, Alcoa (NYSE:AA) & spinoff Arconic (NYSE:ARNC)

February 2016 to November 2017 | Pittsburgh, Pennsylvania

- Provided supplier, competitor, and price intelligence for primary aluminum markets to aluminum procurement team for one of the largest global buyers of aluminum.
- Published monthly aluminum market report for the executive management and procurement teams.
- Provided analysis and presented recommendations to business unit leaders to support operational improvements to increase manufacturing productivity and improve financial performance.

Product Development Manager, Rig Systems, NOV (NYSE:NOV)

December 2014 to January 2016 | Houston

- Supported technical teams in scoping, planning, and justification of product development projects including business case, financial models, product requirements, and product sales guide for communicating to leadership.

Market Intelligence Manager, Strategy & Corporate Development, Baker Hughes (NYSE:BAK)

September 2013 to December 2014 | Houston

- Executed on ad hoc studies for executive management, product line management, and regional operations to provide insights for strategy and decision making.
- Implemented and improved deliverables for peer analysis, competitive positioning, competitive threats, and activity forecasting for strategy development and capital planning.

Product Manager & Marketing Analyst, Drilling Services, Baker Hughes

December 2009 to September 2013 | Houston

- Created marketing strategy for \$400 million Measurement-While-Drilling (MWD) product line including product roadmap and project requirements. Presented at customer events.
- Led financial analysis of regional financial performance and asset utilization for \$4 billion Drilling Services product line and presented recommendations to executives as part of Global Products & Services Leadership program (youngest person selected in 5,000-person organization).
- Established global process for annual market segmentation exercise to establish long-term product plan. Collaborated with corporate market research for market analytics.
- Served on patent review committee and young professionals committee.
- Attended industry conferences and volunteered on Society of Petroleum Engineers (SPE) committees.

Materials Researcher & Field Test Manager, Drill Bits, Baker Hughes

September 2006 to December 2009 | The Woodlands, Texas

- Qualified synthetic diamond materials for the largest drill bit manufacturer, earning two U.S. patents.

Education **Master of Business Administration (MBA), Jones School, Rice University**

2011 to 2013 | **3.79 GPA** Beta Gamma Sigma 710 GMAT | Houston

- Energy Club, Finance Club, Consulting Club, Social Committee

Bachelor's in Mechanical Engineering, George R. Brown School, Rice University

2002 to 2006 | **3.85 GPA** Cum Laude | Houston

- Engineering Alumni Board 2012-2015, Club Soccer, Homecoming Committee