

Maxwell Oti (M.Sc., MBA, P.ENG, PMP)

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Value Proposition

Maxwell is a strategic and governance leader with experience serving on a non-profit educational foundation board (SPECEF) and 15+ years of corporate leadership in energy, engineering, manufacturing and Agriculture. Brings strong financial oversight, risk governance, Cooperative Society and stakeholder engagement skills, supported by advanced education, professional certifications, and board governance training.

My Expertise in strategic planning, risk management, and supply chain optimization, is complemented by a strong commitment to community development and stakeholder engagement. Seeking to contribute financial acumen, operational insight, and a member-focused perspective to the Calgary Co-op Board.

Maxwell's executive credentials include:

- ❖ Advanced degrees in both Engineering (M.Sc.) and Business Management (MBA).
- ❖ Executive Board Leadership Certification from Egon Zehnder's prestigious board program.
- ❖ Professional certifications in Data Analytics and Project Management (PMP).
- ❖ Licensed Professional Engineer (P.Eng) status with multiple professional society affiliations.
- ❖ Advanced Training in Grant Writing.

SUMMARY OF QUALIFICATIONS

Industry Sectors

- Cooperatives
- Manufacturing
- Information Technology
- Energy / Engineering
- Financial Services
- Government
- Education
- Culture & Heritage

Areas of Expertise

- Policy Development
- Strategic Planning
- Corporate Social Responsibility (CSR)
- Organizational Development
- Risk Management
- Crisis Management
- Profit & Loss Management
- Program / Project Management
- Business Process Management
- Change Management
- Personnel Management
- Sales & Marketing
- Supply Chain Services
- Quality Assurance & Control
- Data and Business Analytics
- Systems Modeling & Simulation

Degree / Certificates / Credentials

- **M.Sc:** Engineering
- **MBA:** Business Management
- **Data Analytics** Certificate
- **P. Eng:** The Association of Professional Engineers and Geoscientist of Alberta (APEGA).
- **PMP** – Project Management Institute (PMI)
- **Member** – Society of Petroleum Engineers (SPE)
- **Member** – Institution of Engineering & Technology (IET)

JOB HISTORY & EXPERIENCE

- 1) Board Director | **Society of Petroleum Engineers Canadian Educational Foundation (SPECEF)** | 2024 – Present
 - Provide governance and fiduciary oversight for a Canadian registered charity dedicated to advancing STEM education and scholarships.
 - Serve on board committees focused on finance, risk, and program delivery, ensuring alignment with bylaws, regulations, and donor expectations.
 - Contribute to fundraising strategies and stakeholder engagement with industry, academia, and community partners.
 - Champion educational initiatives that empower youth and support talent development in engineering and energy.
- 2) Vice President -Operations, System & Strategy | **Diverge Agriculture (Manufacturing)** | 2024 – Present
 - Oversight of operational strategy, budget, and governance across five regional hubs.
 - Implemented financial controls and reporting frameworks; managed \$5M+ budget.
 - Established leadership development program; advanced 30% of supervisors internally.
 - Built cross-functional teams of 40 staff across operations, engineering, and supply chain
 - Structured co-manufacturing partnerships that reduced capex by \$1.8M in the first 18 months
 - Designed a hub-and-spoke distribution model that cut logistics costs by 35%.
 - Secured \$0.3M Canadian Agricultural Partnership grant for Equipment upgrade.
 - Established a leadership development program that promoted 30% of supervisors internally.
 - Engaged with various agricultural and financial cooperatives across Western Canada.
- 3) General Manager | **Diverge Agriculture (Manufacturing)** | 2023 – 2024
 - Directed strategic planning, budgeting, and financial governance for processing facilities.
 - Reduced costs by 15% and improved supply chain performance by 25%.
 - Represented the company in industry associations, influencing policy discussions.
 - Managed supply chain logistics, including procurement, inventory control, and cold-chain distribution, improving on-time deliveries by 25%.
 - Championed workplace safety programs, reducing OHS incidents by 30% through training and equipment upgrades.
 - Led a team of 40+ employees, fostering a culture of accountability through KPIs and mentorship.
 - Partnered with farmers, suppliers, and distributors to strengthen relationships and resolve bottlenecks.
 - Represented Diverge in industry associations to advocate for policy changes and market opportunities.
 - Drove process optimization via lean methodologies, reducing costs by 18%.
 - Piloted Agri-tech solutions enhancing data-driven decision-making.
- 4) Manager - Project & Engineering | **Shell Development Company (E&P)** | 2014 – 2022
 - Managed \$100M+ project budgets with accountability for risk, compliance, and reporting.
 - Delivered 12% cost reduction while ensuring governance and HSSE standards.
 - Conducted contractor audits, ensuring alignment with governance frameworks. Oversaw \$100M+ annual budgets, implementing cost-saving measures that reduced expenditure by 12% without compromising quality.
 - Conducted monthly variance analyses, providing actionable insights to senior leadership, improving forecast accuracy by 20%.
 - Managed cross-functional teams (engineers, contractors, vendors), fostering collaboration and accountability.
 - Mentored 10+ junior project engineers, enhancing technical and leadership capabilities.
 - Conducted quarterly contractor audits, ensuring adherence to Shell's Contractor HSSE Management System.

5) Country Manager | **Schlumberger Oilfield Services (E&P)** | 2010 – 2014

- Managed \$40M+ annual revenue portfolio and contracts worth \$480M+.
- Maintained 22% EBITDA margins and ensured contract governance and compliance.
- Developed workforce capacity programs, delivering 5,000+ training hours annually. Standardized field operations across 3 locations, reducing service delivery variances by 40% through Schlumberger's Global Best Practices.
- Maintained 100% compliance with HSE and quality programs (including Goal Zero initiative), resulting in 2M incident-free man-hours over 2 years.
- Introduced predictive maintenance programs, decreasing equipment downtime by 25%.
- Identified and secured \$15M in new business by expanding into new service lines.
- Developed local workforce capacity, targeted training programs (5000+ training hours annually).
- Partnered with a local University to create a talent pipeline for field engineers and technicians.
- Championed adoption of cognitive E&P systems, improving well planning efficiency by 35%.
- Served as SME for various oilfield solutions, advising clients on production optimization.

COMMUNITY & VOLUNTEER ENGAGEMENT

- ❖ President – ICAC Community Association – Jan 2025 to Date
- ❖ Mentor for youth in STEM and digital literacy initiatives – BBC – 2020 to 2024
- ❖ Advisor for small business process improvement and SME development – BNI – 2021 to Date
- ❖ Mentor – Society of Petroleum Engineers (SPE) and Institution of Engineering & Technology (IET) – 2008 to Date
- ❖ Volunteer – Calgary Drop-In Center - 2024 to Date
- ❖ Community Lead – BP Church – 2023 to Date