

Bryan Gibbs
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Areas of Expertise: C-Level Consultative Sales; Market Research;
Contract Negotiation; Recruiting Consultative Sales {RCS} and Fund Raising

Selected Accomplishments.

- Consultative Sales {CS}, Recruiting CS {RCS}, Recruiting CS Management and Recruiting {R} for 10+ years: Negotiated, winning multiple project contracts, often increasing net profit margins 10-25%, while negotiating many master service agreements. ----Existing base of executive level (C-suite) contacts.
- Directed Recruiting Team, successfully filling HM's "Rush Job" Project Consulting Teams ahead of schedule & under budget, increasing the net margin by 15-20% for EPCs, Super Majors, Majors, Drilling Contractors & Oil & Gas (OEM and/or Service) Contractors. Bring a: "Book" of Business.
- Consultative Sales resolved Hiring Managers' Pain, "ramping up": Project acquisition capture ratios, improved negotiations, helped to increase Consultancy's project profit margins & Customer Retention Ratios. Improved staff productivity and profitability through mentoring and reduction.
- Performed B2B outside sales market research. Envisioned, developed, won approval & implemented B2B strategy moving firm into a lucrative new market bringing the entire company, out of the "Red", into the "Black". CRM: Salesforce; using MS Office: {MS Outlook, Word, Excel & PowerPoint}
- Marketed Business Plan/Executive Summary and on the Negotiating Team for an Overseas Refinery{Refurbished}/Power Plant: Won Construction Offer for a 500,000 BOPD Unit of \$15+ Billion USD.

Employment History

Righteous Oil and Gas, LLC,
greater Houston area
April 1999 to Present

Director of Sales: Consultative Sales {CS} used to win multiple increasingly profitable project contracts in Oil and Gas, while successfully negotiating many master service agreements for 10+ years.

Priserve Consulting, Inc., Houston, TX
May 2013 to July 2017

Director of Sales: Used CS to "Ramp up": Project acquisition capture ratios, improve negotiations, increase Consultancy's project profit margins & Customer Retention Ratio. Increased staff productivity and profitability, through mentoring & reduction for 4+ years. Oversight of CS & R & RCS teams, worldwide.

SRX Group, LLC, Houston, TX
August 2011 to February 2012

Oil and Gas Technical Recruiting (Engineering, Sales and Managerial), "full desk". Sourced and Identified

via Referrals, Boolean searches, cold calling, job boards, networking groups, social media etc. Screened/Profiled, negotiated for, placed and onboarded qualified candidates. Successfully negotiated many fee agreements. Hundreds of Hiring Managers & HR emails[s], Direct Line and Cellular phones

Qualitec Consulting Group, LP, Houston, TX

January 2011-April 2011

Full Desk recruitment for Companies & for Technical Professionals in Engineering Design.

Metroplex Distribution Center,

Houston, TX

2005-2006

Performed B2B outside sales market research. Envisioned, developed, won approval to implement B2B strategy moving firm into a lucrative new market bringing the entire firm, out of the "Red", into profitability.

New Home Sales

D R Horton

Jan 2003 – Dec 2004

New Home Sales to Investors and to Owner Occupants.

B2B, finding Investors and Investor Groups to purchase multiple homes.

EDUCATION

BSBA, Business with Petroleum Land Management emphasis, University of Louisiana at Lafayette