

BRENDAN BRANKIN

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Nationality: British and Australian

SKILLS

- High Energy, enthusiastic and motivated, this is achieved by utilising all available time on positive and profitable tasks.
- I am accustomed to changing environments and have the ability to adapt and prioritise and deal with multiple tasks simultaneously.
- Result and strategy focused, proven ability to analyse, problem solve and meet deadlines in order to achieve a positive result while maintaining a safe working environment.
- Highly developed interpersonal and relationship building skills.

EDUCATION - B.Eng Honours Chemical Engineering

Graduated from Strathclyde University, Scotland in 2003
HNC Mechatronics 1996

Career History

April 14 - Present

Jade Engineering. General Manager

Jade Engineering is a mechanical engineering company specialising in the high quality manual and CNC machining as well as general and certified fabrication. As general manager I am responsible for the day to day safe running of the facility and generating sales opportunities.

Key Responsibilities

- **Report directly to MD**
- **Meeting all targets and project deliverables (Including safety, quality and budget)**
- **Lead operations team**
- **Generate new business both personally and from the operations team.**
- **Lead continuous improvement**
- **Preparing and presenting tenders**
- **Continual search and qualification of new suppliers**

Achievements.

- **Lead team in renewal of ISO9001**
- **Lead team in gaining ISO 14001 and 4801.**
- **Over \$1.5m in new client business**
- **Implementation of 5 S**
- **Implementation of internal communications system**

Oct 13- April 14

Oil Lift Technology.

Field Service & Project Manager (Australia)

Requested by Managing Director of Oil Lift to take over and manage the growth of the field service side of Oil Lift Australia. In this role I was the single point of contact and contractor representative for Oil Lift. I was also responsible for the growth of this sector of the company out with the QCLNG Project.

Key Responsibilities

- **Client /contractor liaison and communication**
- **Meeting all targets and project deliverables**
- **All reporting to client and Dover Corporation/ NPS**
- **Develop additional opportunities with other gas producers**
- **Preparing and presenting tenders and variation proposals.**
- **Prepare milestone payment applications.**

Achievements.

- **Increased field service staff from 11 to 90+**
- **Build infrastructure to support field**
- **Prepare application for finance for the building of a new field service facility**
- **In the process of negotiating an extended 3 year contract**

August 12- Oct 13

Oil Lift Technology.

Project Manager

Requested my MD to project manage QGC and the QCLNG Project. In this role I was the single point of contact and contractor representative for Oil Lift.

Key Responsibilities

- **Client /contractor liaison and communication**
- **Meeting all targets and project deliverables**
- **All reporting to client and Dover Corporation/ NPS**
- **Develop additional opportunities**
- **Preparing and presenting tenders and variation proposals.**
- **2IC to general Manager**
- **Prepare milestone payment applications.**
- **Manage Engineering Department**

Achievements.

- **Increased project revenue from \$28- \$176m**
- **Increased QGC domestic turnover**
- **Overseen an increase in production from 20 – 130 Hydraulic Power Units per month.**
- **Increase the product range included in the project.**

Feb 11 – August 12

Oil Lift Technology.

Sales Manager – Asia Pacific

Oil Lift Technology design, manufacture and supply all well equipment. In my role I lead a sales team that specified and sold pumps, drive heads, power generation and well equipment.

Key Responsibilities

- **Find and develop new accounts in the mining, gas and LNG sectors.**
- **Providing well equipment for mining and CBM companies based in South East Asia.**
- **Develop and expand existing accounts.**
- **Preparing and presenting tenders and proposals.**

Achievements.

- **Played a key role in the successful award of a \$28m + contract with a major gas company**
- **Expand products to automation and well control.**
- **Opened three new accounts (Anglo Coal, Senex & Molopo)**

Sept 09 – Feb 11

CS Gas Pty Ltd.

Business Development Manager

CS Gas design, build and supply well control and monitoring solutions to Coal Seem Gas and mining companies in Australia, China and New Zealand.

Key Responsibilities

- **Find and develop new accounts in the mining, gas and LNG sectors.**
- **Providing well control and monitoring equipment for mining and CBM companies based in Queensland, NSW, China, Indonesia, NZ and UK.**
- **Develop and expand existing accounts.**
- **Preparing and presenting tenders and proposals.**
- **Second in line of command to works general manager**
- **Oversee all aspects of mechanical and process engineering.**

Achievements

- **Created over \$3 million of new business (2010)**
- **Successfully completed a \$500,000 USD sale of equipment to China**
- **Engineered & Developed a new product range**

Aug 08 – Sept 09

DME Maintenance

Sales/ Project Coordinator

Engineering company providing fabrication, welding and engineering services. Fabrication of structural steel and pressure vessels

Key Responsibilities

- **Gaining new accounts**
- **Developing existing accounts**
- **Estimating/Tender Preparation**
- **Second in line of command to works manager**

Achievements

- **Attained new major contracts with clients such as HSLA,(89k) LBBJV , Queensland Gas(380k) and United Group (850k).**

Nov 97 – Aug 08

BP OIL Kinneil Grangemouth, Scotland Shift Leader

Kinneil Gas Plant processes 40% of North Sea Oil. The plant stabilises the oil before shipping. The gas produced is then compressed and distilled producing Methane/Ethane, Propane and Butane.

Key Responsibilities

- **Safe running of the plant on a shift basis**
- **Managing a shift team of 15 members**
- **Applying knowledge gained from Chem. Eng. Degree**
- **Organizing and planning maintenance**
- **Maximising throughput**
- **Answerable for plant KPI's**
- **Shift training and availability**

Achievements

- **Successful development of shift**
- **Three members of team being promoted.**
- **Safe shutdown of plant & North Sea production during extreme conditions**

Jan 95 – Nov 97

MK Air Controls Sales Engineer

The company sold a range of pneumatic equipment. Mac valves, Bimba Cylinders, PHD Automation Equipment and venturi vacuum pumps.

Key Responsibilities

- **Working from home covering the West of Scotland**
- **Generating new high profile accounts**
- **Design and sale of pneumatic systems**
- **Selling to Original Equipment Manufacturers, Consultants and end users.**

Achievements

- **Gaining a high earning new account with Motorola**
- **Increasing territory to a \$1,000,000 turnover**

Jan 94 – Jan 95

H&G Automation Mechanical Fitter

The company specialised in the building of pneumatically and electrically powered, PLC controlled, Special purpose machinery for various industries.

Key Responsibilities

- **Machining, building and installation of machines**
- **Assisted in the design, wiring, programming and debugging**

Achievements

- Increasing my skill base to include electronics and PLC programming.
- In charge of multi-skilled team

Jan 93 – Dec 93

AMEC

Mechanical Fitter

Employed as a Mechanical fitter

Oct 89 – Jan 93

Prudential Assurance

Financial Consultant

Financial Consultant selling investment, pension and life assurance to new and existing clients on a direct basis.

Jan 86 – Oct 89

WS Engineering

Mechanical Fitter

Jan 80 – Nov 85

Grangemouth Dockyard

Mechanical Fitter

Aug 77 – Jan 80

Lamberton & Co Ltd.

Apprentice Fitter/Turner

LICENCES

- Car
- Motorcycle