



SEISMIC MADE CLEARER™

Alex Ross - Oil and Gas IT & data specialist

Profile

I'm an oil and gas & mining professional with a geoscience technical background and over twenty six years industry experience working for: Shell, Schlumberger, Santos & Beach Energy, in Europe, USA and Australia.

I have an excellent understanding of the oil & gas industry; geotechnical & engineering software, data & information workflows; complex data & IT solutions. I have extensive experience with business development, account management, operations management, marketing & effective communication with business stakeholders at multiple organisational levels & internationally.

My values are based around: changing a company for the better, working with a diverse group of interesting people, and maintaining the right balance between work and family.

Relevant Skills & Attributes Summary

- 26 years of oil & gas industry experience
- 14 years sales & account management experience
- Skilled in development & sales of complex oil & gas software & data management solutions
- Great understanding of the business drivers of oil & gas companies
- Operations management experience
- Business analysis skills
- Marketing skills
- Relationship building at all levels of a company

Education

1989 – 1991 **MSc, Sedimentology** University of London

1985 – 1988 **BSc (Hons), Geology** University of London

Employment Experience

Business Consultant, Portfolio Group Beach Energy, Adelaide

October 2014 - February 2015

Reporting to the Portfolio VP, this short term contracting role focussed on easing the roll-out of Beach's 3ESI Enterprise Financial Planning System to geoscientists & engineers. Key for this was requirements gathering & prioritisation, plus improved two-way communication between the third party IT service provider and end users.



Senior Business Analyst, IT E&P Technical Systems Santos Ltd, Adelaide



January 2013 – September 2014 (short term contract)

As a geologist in the Santos IT department, I enjoyed interacting with internal customers at many levels of Santos to discover their business needs, and then translate those into useful IT deliverables, in both a reactive & proactive way. My experience spanned sub-surface & surface IT domains, as part of a broader Digital Oilfield initiative. I contributed to Santos short & long term IT strategy. Key geoscience, drilling & engineering data, information & workflow projects included: Master Data Management, the Santos Technical Information Portal & Advanced Data Analytics.

Business Development Manager GAA Wireline, Mt Barker, SA



September 2011 – November 2012

I successfully managed GAA Wireline's US wireline logging business in Texas, Wyoming & Colorado – hiring new staff & increasing revenue through sales & account management in existing and new customers. I was key in developing USA & Australian business strategies, including market feasibility studies. This role included regular travel to the USA.

Product Champion GeoFrame Petrel Integration Schlumberger Information Solutions, based in Adelaide



May 2008 – August 2011

This was a combination of marketing & software product development role. The main focus involved internal and external, two way communication on current and future oil & gas software development. I created short & long term strategic product plans to meet customers' complex software & data management needs. My understanding of customers' geoscience data, information & workflows was key to making this position successful. There was extensive travel through Europe, USA, Middle East & Asia.

Location Manager - East Australia New Zealand Schlumberger Information Solutions, Adelaide



October 2003 – April 2008

I was promoted to Location Manager for the SIS business in East Australia and New Zealand. This was a broad ranging role: business finance; managing a diverse team of up to 19 staff serving over 50 customers; plus account management for key clients e.g. Beach, Santos, Origin Energy, PIRSA & Geoscience Australia. I more than doubled the business. I greatly enjoyed mentoring & developing my team's business, sales and account management, technical & personal skills.

Senior Account Manager - East Australia & New Zealand Schlumberger Information Solutions, Adelaide



September 2002 – September 2003

Account Manager for all SIS customers in East Australia & New Zealand. Successfully grew sales in existing and new customers. Instrumental in winning the Santos GeoFrame vs. Landmark evaluation. This was recognised by a 'Performed by Schlumberger Blue Plan' award.

Senior Account Manager Schlumberger Information Solutions, Aberdeen, Scotland.



January 1996 – August 2002

Account Manager for major UK customers including: Shell, Total, Texaco, Talisman, Amerada Hess, Kerr McGee. I exceeded my sales targets 6 years out of 7.

Schlumberger

Marketing Geoscientist

Schlumberger GeoQuest, Gatwick, UK

January 1995 – December 1995

GeoQuest Europe marketing specialist for DeskTop Geology - StratLog, CPS3 & Finder integration.

Schlumberger

Marketing Geoscientist.

Schlumberger Information Solutions, Houston

July 1994 – December 1994

Schlumberger GeoQuest bought StratLog from Halliburton

HALLIBURTON

StratLog Marketing Manager

Halliburton Energy Services, Houston

November 1993 – June 1994

Halliburton bought Sierra Geophysics including StratLog.

Business Development, B2B, Sales, subsurface data, data management & workflows, Account Management, Operations.

Sierra

Support Geoscientist.

Sierra Geophysics, Putney, UK

February 1992 – Nov 1993

StratLog geological cross section software support, training & technical sales.



Support Geoscientist

Shell UK Expro, London, UK

August 1988 – February 1992

Internal technical support for StratLog geological cross section & CPS3 mapping software.