



Neill Northington

VP of Sales

SUMMARY

With more than 40 years of industry experience as a successful oil and gas industry professional, Neill specializes in hydraulic fracturing stimulation, software development, sales and service. Expertise in modeling and evaluation of fracture treatments and managing complex sales involving account planning, team coordination, relationship building and customer satisfaction.

PROFESSIONAL EXPERIENCE

StrataGen, Inc. (a Carbo Ceramics business), Houston, Texas

Vice President – Software

2008 - 2020

Managed commercial software business responsible for Fracpro and Stimpro products. Responsible for research and development, product development, sales, marketing and profit & loss.

- Managed sales force in Russia, China, South America and Europe
- Oversaw market share increase in China to approximately 75 percent with product placements in all national oil companies and field divisions
- Supervised Russia market share increase every year, displacing competitive products
- Taught more than 18 hydraulic fracture modeling schools in South America
- Taught 10 hydraulic fracture modeling schools in China; it became annual event for last five years
- Increased market share in North America to 68 percent
- Increased market share for service companies to 82 percent, resulting in software product being used on approximately 40 percent of all hydraulic fracture treatments in the U.S.
- Maintained consistently profitable business unit every year with highest margin of any business segment
- Managed software team, both local and remote, to develop new features and technology in products
- Managed international teams to develop new cloud-based products that complemented and extended the utility of existing PC products
- Supervised revenue increase with hydraulic fracture activity growing 40 percent per year from 2009 to 2015
- Maintained maintenance revenue at near pre-decline levels from 2015 to 2019
- Worked directly with exploration & production customers to model and implement fracture campaigns on projects, both unconventional and conventional
- Responsible for development of cloud-based database products designed to store and display information from fracturing projects, with analytics and interactive GIS capabilities

Pinnacle Technologies (a Carbo Ceramics subsidiary), Houston, Texas

Director – Software Business Development

2002 - 2008

Responsible for global marketing of all Pinnacle software products. Accountable for profit & loss, pricing, advertising, sales, product improvement and deliverables.

- Increased revenue by 287 percent over five years; record revenues each year in this position
- Exceeded gross revenue and net profit targets each year
- Expanded offering to include three new variations of products



- Closed first product sales in Russia and South America; continued expansion in China
- Restructured pricing and revised sales contracts and literature; adopted access model
- Organized and implemented procedures for service patch email notification and product delivery via company website

Landmark Graphics Corporation (a Halliburton company), Houston, Texas

Business Development Manager – Drilling

1998 - 2002

Responsible for sales of drilling software and solutions to U.S.-based oil companies for the world's largest energy industry software company.

- Achieved 140 percent of quota in 2000 and 234 percent of quota in 2001 (elected to President's Club in recognition of outstanding performance both years)
- Closed largest U.S. drilling sale (\$652,000) in 2001
- Increased sales of drilling products in customer group by 300 percent in first year

EnerTech Engineering (a Halliburton company), Houston, Texas

Senior Sales Executive

1997 - 1998

Internally recruited by Halliburton management as Sales Manager of engineering services and software. Responsible for competitive market analysis, creation of marketing collateral, and sales of consulting services and software. (EnerTech, an industry leader in the design of tubular installations (casing and production tubing), merged with Landmark Graphics in 1998.)

Halliburton Energy Services, Dallas, Texas

Executive Account Rep and other positions

1983 - 1997

Served Earned 10 promotions in this 14-year period. Served as Integrated Solutions Advisor in Dallas, 1996-1997, and held Sales positions in Dallas, 1987-1996. Other jobs included Sales Representative in Houston, 1985-1987; District Manager in Victoria, Texas, 1984-1985; and Field Supervisor in Victoria, 1983-1984.

As Executive Account Representative, responsible for sales of services and solutions to Dallas-based customers. Primary activities included establishing executive relationships; preparing customer account plans, customer presentations and proposals; and negotiating contracts. Achieved multi-million dollar annual quota.

- Secured first jobs from major Dallas accounts in lucrative offshore market
- Hosted multiple customer seminars with attendance of more than 100
- Achieved more than \$10 million annual sales each year
- Expanded and retained customer base through excellent relationships
- Elected to board of distinguished Dallas-based professional society twice
- Managed district office with more than 45 employees and annual revenue of \$4 million

Schlumberger Offshore Services, Lake Charles, LA

Senior Field Engineer

1979 - 1983

Operated as engineer in charge of offshore open-hole logging operations in the Gulf of Mexico. Managed crew activities, scheduled work activities, performed personnel reviews, trained new engineers and established relationships with local customers.

- Supervised three-man crew on more than 70 wellsite operations
- Assigned to elite Conoco operations team
- Mastered technical information about equipment and interpretation, and applied this knowledge in field environment
- Earned two promotions in four years

EDUCATION

Bachelor of Electrical Engineering, Georgia Institute of Technology, 1978

