

SUMMARY

Veteran, MBA, Chemist with a detail-oriented personality ready to contribute to an organization's bottom line.

- Territory & Account Management
- Technical Sales
- Invoicing & Accounts Receivable
- CRM
- Forecasting & Budgeting
- Laboratory Testing Procedures
- Crude & Water Chemistries
- Quality Assurance & Inspections

EXPERIENCE

Duren-Schneider LLC, Dallas, TX

2020 - Current

Managing Member

- Maintained billing, accounts receivable, and contracts within different industries.
- Transitioned financial customer client accounts between firms.
- Performed consulting on business and private practice management.
- Oversaw company marketing including website development, new client acquisitions, and B2B partnerships.
- Certified Office Manager through PECAA in cooperation with University of Houston.

Purolite Corp, Bala Cynwyd, PA

2018- 2020

District Technical Sales Representative

- Created competitive pricing and set target margins for different areas of business.
- Inspected water purification equipment/procedures and created reports on suggested improvements (ig. Regeneration).
- Developed travel plans and meeting agendas for customer visits.
- Cold called and researched new customer opportunities to grow business and update CRM.

Baker Hughes a GE Company, Baton Rouge, LA

2015- 2018

Account Representative

- Planning, organizing, and supervising the daily account activities of a bulk chemical treatment system.
- Inspect chemical applications and procedures, analyze problem areas, and develop corrective actions.
- Perform crude and water lab testing procedures to verify correct system operations.
- Develop data acquisition and trend analysis to write weekly service reports/reviews.
- Perform the duties of District Safety Manager maintaining zero OSHA recordable incidents.

(Attended college 2011 – 2015)

United States Navy,

2002 – 2008

Petty Officer 2nd Class (active duty enlisted)

- Certified as a Collateral Duty Inspector (CDI) to conduct written and oral audits on laboratory practices, to ensure a high level of work performance is being upheld, and to verify the lab met all federal and local safety regulations.
- Ensured laboratory goals and improved lab productivity as Production Supervisor.
- Calibrated and repaired (component level) both electronic and physical dimensional equipment.
- Safety and MSDS supervisor (including training of personnel).

EDUCATION

Master of Business Administration (4.0 GPA),

Louisiana State University of Shreveport – 2017

Bachelor in Chemistry w/ Minor in Biology (3.5 GPA),

Louisiana State University of Shreveport - 2015

Certification in Advanced Electronics & Calibration,

United States Navy – 2008

AWARDS

“Letter of Commendation” from Rear Admiral Turcotte
Safety Compliance Award with Baker Hughes (3x)

Six medals and two ribbons in the U.S. Navy.

Cum Laude (Chemistry)