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SUMMARY

Solid sales and management experience developed in the Gulf of Mexico, augmented by extensive international experience in some of the BRIC countries and key Deep-Water Basins around the world, allowing for the ability to understand and adapt to changing business environments. These multicultural experiences have helped in the formation of skills in the areas of leadership, motivation, team building, and interpersonal development. Developed outstanding commercial skills leading to consistent revenue growth manifested from opportunity assessment, successful growth strategy development, and implementation. Committed to tireless pursuit of excellence, innovation, and relentless growth.

EXPERIENCE

Region Manager

Impact Selector International

November 2019-Present, Houston, Texas

- Responsible for operations and sales in North and South America for deployment risk management technology used in the wireline and slickline market.
- Increased revenue in NA more than 20% and significantly reduced lapse days and DSO's.

Director of Operations

Baker Hughes

April 2018-September 2019, Houston, Texas

- Responsible for all aspects of the wireline and TCP services business in North America Offshore (Gulf of Mexico, East Coast of Canada, Alaska, Trinidad, and the Caribbean) with a team of over 150.
- Grew business by nearly 40% (to \$70M) while improving profit margins, safety, and service delivery.
- Key customers included Shell, Chevron, Arena, Murphy, XOM, Fieldwood, and Enven.

Sales Manager

Baker Hughes

February 2017-March 2018, Houston, Texas

- Managed group of technical sales/account managers responsible for all wireline services in the most technically challenging basin in the world.
- Increased group sales more than 35%, to over \$50M, with key wins for major customers with long term relationships with competitors such as BHP and Chevron.

Formation Evaluation Business Development

Baker Hughes

July 2016-January 2017, Houston, Texas

- Developed and helped implement strategies between LWD and WS to grow overall formation evaluation revenue by more than 10%.

Sales Manager

Baker Hughes

May 2014-June 2016, Cape Town, South Africa

- Planned and delivered technical presentations on OH and CH services to customers such as Cobalt, Total, Statoil, Chevron, ENI, Vaalco, ConocoPhillips, Repsol, XOM, and Sonangol within Angola and the companies home countries.
- Prepared tendering strategies resulting in key wins with XOM, Repsol, Vaalco, and Statoil.
- Through upselling more than tripled revenue to over \$50M. Worked closely with operations to plan optimal logging suites to reduce rig time and optimize FE program while saving rig time.

Sales Manager

Baker Hughes

October 2012-April 2014, Cape Town, South Africa

- Developed strategies for tendering and winning work throughout Sub Sahara Africa.
- Key wins to introduce wireline services in Kenya for Tullow and in Ghana for Hess, which was historically held by a competitor.
- Doubled revenue to \$35M.

Sales Manager

Baker Hughes

May 2009-September 2012, Shekou, China

- Responsible for 3 straight years of record revenue, finishing 2012 at over \$20M.
- Worked with Chevron, Husky, ENI, and CNOOC. Provided services for CNOOC's first Deep Water well with their own Deep Water rig.
- Acted as Vice President of Business Development for local joint venture with Chinese service company.

District Manager

Baker Hughes

April 2008-April 2009, Shekou, China

- Lead the re-introduction of wireline services in Bohai Bay and South China Sea.
- Responsible for increasing revenue to \$15M through key contracts with Newfield, Devon, and CNOOC.

Business Development Manager

Baker Hughes

December 2006-March 2008, Rio de Janeiro, Brazil

- Worked with Shell, Chevron, Oxy, Repsol, PanAmerican, BP, Total, ConocoPhillips, and others in Ecuador, Venezuela, Argentina, and Brazil to manage existing contracts and prepare for new projects, as well as preparing tender responses.

Region Operations Manager

Baker Hughes

August 2005-November 2005, Caracas, Venezuela

- Central operational and technical focal point for local operations working with global operations and technical support to provide flawless execution to customers like PDVSA, PetroEcuador, Repsol, ENI, and others..

District Manager

Baker Hughes

December 2003-July 2005, Las Morochas, Venezuela

- P&L responsibility for land and lake operations with a team of 100+ generating \$15M in revenue from CNPC, Tecpetrol, and PDVSA.
- Responsible for rebuilding the business after end of NOC strike

District Manager

Baker Hughes

June 2001-November 2003, Macae', Brazil

- P&L responsibility for new Deep Water operation.
- Managed a team of 100+ generating \$15M in revenue from Petrobras, Devon, Anadarko, and Shell.
- Responsible for growing the local field engineer talent.
- Consistently the highest rated performing company by Petrobras. Laid ground work for growth in mid-2010's to over \$100M in revenue

EDUCATION

Bachelors of Science in General Engineering

Minor in Business Administration • University of Illinois • Urbana-Champaign • 1990 • 3.7

Core Competencies

Business development & sales

Operations management and leadership development

Leading complex negotiations.

Successful team management by focusing on collaboration, ownership and results.

Customer focused with excellent relationship and interpersonal skills

Effective and efficient decision making based upon analysis, experience and judgment.

Ability to adapt and thrive in changing business conditions.

SKILLS

Leadership

Business Development

Sales Management

Account Management

Business Strategy

Customer Relationship Management

Negotiations

Communication

Quality Assurance Management