

Brandon Smith

Business Development Manager

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Well organized professional with a proven track record in business development, project management, and sales. Known for delivering innovated data-driven solutions, and planning effective sales strategies within the oil & gas industry. Skilled at analytical thinking and leadership.

Work Experience

Business Development Manager

Jan 2024 - Present

[Twin Oaks Industrial Sales](#) | Houston

- Built and strengthened relationships with over 20 key oil & gas companies, including Natgas, Williams, Enerflex, Spitzer, Cam Integration, Audubon, and Kodiak, contributing to a robust client portfolio.
- Led business expansion efforts through targeted market research and strategic cold calling, resulting in a 15% increase in revenue.
- Executed strategic sales initiatives that significantly enhanced brand visibility and market share within the competitive oil & gas sector.
- Successfully negotiated and closed high-value deals, driving substantial growth in new business while maintaining and expanding existing client relationships.
- Analyzed industry trends to identify opportunities for growth, ensuring Twin Oaks remained competitive in the oil and gas market.

Project Manager

Sep 2021 - Jan 2024

[Decisio Health](#) | Houston

- Developed a data visualization tool for the VP's, from scratch, aggregating productivity analytics from all departments.
- Delivered status updates both internally and to customers, driving data-driven decision-making and improving project delivery times by 20%.
- Implemented refined meeting agendas and tailor-made workflow optimizations, achieving a 50% reduction in meetings.

Technical Inside Sales Rep

Sep 2018 - Sep 2021

[EADS Distribution](#) | Houston

- Provided expert consultation on technical specifications, selling advanced products from leading suppliers such as ABB, Eaton, Parker, Schneider, and Mogas to major oil & gas customers.
- Delivered tailored quotes to prominent clients like Fluor, Oxy, Marathon, and Burns & McDonnell, addressing their complex instrumentation and filtration requirements with precision.
- Collaborated closely with the outside sales team to enhance client satisfaction, contributing to the growth and retention of new and existing accounts within the oil & gas industry.
- Managed the entire sales process, from initial inquiry through to post-sale support, ensuring seamless communication and customer satisfaction.
- Developed a deep understanding of the technical aspects of oil & gas equipment, which enabled more effective sales strategies and stronger customer relationships.

- Worked directly with project managers to oversee the progress of up to 30 concurrent compression and process package projects, ensuring timely delivery and adherence to client specifications.
- Served as the primary point of contact for clients such as Enerflex, FMC, Spartan, and OPP, leading regular status update meetings and providing detailed project reports.
- Created comprehensive bills of materials from engineering drawings, coordinating with the purchasing team to ensure timely resource delivery and mitigate potential delays.
- Played a critical role in maintaining project schedules, providing continuous updates to clients and internal teams to ensure alignment on project timelines and expectations.
- Supported the successful completion of complex oil & gas projects by streamlining communication between engineering, procurement, and shop floor teams.

Volunteer Experience

Adjunct Professor

Houston Community College

Aug 2021 - Present

Judge

University of Houston

Dec 2019 - Present

Organizer

IGDA (International Game Developer Association)

Aug 2015 - Jan 2024

Augmented Reality Tech Speaker

Techfest

May 2020 - May 2020

Core Skills

Acumen, Commercial Business Development, Customer Service Delivery, Marketing Strategy, Partner Relationship Management, Business Growth, Business Process, Change Process, Evaluating Information, Growth Initiatives, Multi-Disciplinary, Support Development, Negotiation

Education

University of Houston

Bachelors

May 2017

Lone Star College

Associates

Dec 2012

Certificates

PMP (Project Management Professional)

PMI.org

Jul 2021