|  |  |
| --- | --- |
| **Sofia B. Nemchenko**  ***Global Sales & Business Development Leader*** | **(713) 820-7535**  [sonja.nemchenko@gmail.com](mailto:sonja.nemchenko@gmail.com)  [www.linkedin.com/in/sofiabnemchenko](http://www.linkedin.com/in/sofiabnemchenko) |

Highly skilled, results-driven sales and business development leader with wealth of experience in the Energy sector. Leverage deep knowledge of the sector to analyze markets and identify/qualify high-value leads. Proven track record of success negotiating and closing lucrative deals with clients of all sizes and continually enhancing client performance by identifying/presenting new business opportunities to maximize value for clients and companies.

Adept at communication with internal leaders across all areas to foster synergy and design targeted sales strategies to position new and existing products for strong growth within highly competitive markets. In step with current and emerging regulations to assess impacts and ensure regulatory requirements are taken into consideration when developing business strategies and pursuing business opportunities. Worked across North and South America, Mexico, GoM, West Africa, and Russia. Fluent in English, Russian and French; conversational Spanish.

**CORE STRENGTHS**

|  |  |  |
| --- | --- | --- |
| * Sales Operations Management * Business Development * Strategic Planning & Analysis * Competitive Intelligence * Marketing Campaign Management * Market Penetration & Expansion * Subject Matter Expert | * Lead Generation * Consultative Sales * Sales Negotiation & Closing * Client Acquisition & Management * Project Management * Sound Decision Making * Agile, Scrum, Waterfall, & Kanban | * Team Building & Leadership * Training & Coaching * Cross-Functional Collaboration * Strategic Partnerships * Creative Problem-Solving * Critical Thinking * Strong Communication Skills |

**CAREER EXPERIENCE**

**PETROLEUM GEO-SERVICES, INC., Houston, TX 2021 – February 2023**

**Area Manager – North & South America, New Ventures Team**

Guiding force behind sales initiatives across North and South America for New Ventures Team. Collaborated with internal stakeholders to build/execute high-performance business development strategies and continually meet or exceed strategic business goals.

* Owned full sales lifecycle, from identifying/generating leads to negotiating/closing on high-value deals (worth between $500,000 and $3,500,000 +) with small-, mid-, and large-size energy companies to deliver solutions to meet clients’ needs while maximizing revenue.
* Significantly increased annual revenue from existing client by successfully renegotiating multiple existing agreements to maximize value to both the client and the company.
* In the absence of key marketing person, accepted marketing responsibilities in addition to business development and sales for North and South America. Developed marketing materials and strategy which helped increase company visibility and sales.
* Built and expanded lead pipeline by regularly attending industry tradeshows, conferences, and events such as IMAGE, OTC, AAPG CCUS.

***Key Achievements***

* Developed and presented successful business strategy for Carbon Capture and Storage (CCUS) in the Gulf of Mexico (GoM) based on technical research to confirm the suitability of the GoM shelf region for CCUS. Leveraged client interest in shallow water seismic data for CCUS and the company's integrated services to offer a package including QI analysis, well tie analysis, high resolution shallow water acquisition, and more.
* Strategy was accepted by senior leaders for further development and offers a significant prospect for the company to excel in the emerging and profitable business domain of CCUS and become a market leader.
* Forged powerful relationships with key Canadian government agency representatives, resulting in a sustained partnership that substantially increased offshore business development.
* Facilitated $10,000,000 + in new business deals in 2022, with tens-of-millions of dollars in more new business opportunities projected in 2023.
* Designed and delivered a comprehensive data presentation to a key client, effectively highlighting the value of the company’s product vs. competitors.
* Successfully closed on significant deal, with solution selling more seismic data than anticipated, convincing the client to upgrade to the most recent version, generating $3,500,000 + in new business so far in 2023.
* Chosen by senior leaders to spearhead a new Carbon Capture & Storage (CCUS) project.
* Partnered with Columbia University to complete an extensive application package, meeting all FOA application requirements, and submitting the application on time.
* Package was accepted for review and represents a tremendous opportunity for company to pursue and become a leader in a highly lucrative, emerging business area.

**Senior Geophysicist/Interpreter, 2013 – 2021**

Brought onboard initially to process and interpret data from deep water seismic surveys in West Africa, GOM, and Brazil to deliver key insights into complex geological horizons in support of 10 major client projects.

* Expertly project managed each effort, including preparing weekly reports, crafting/monitoring Gantt charts, internal and external communication, employing quality management systems to maximize execution/delivery and minimize risk.

***Key Achievements***

* Identified a critical need and took the initiative to engage with the Software Help Desk to develop/execute inhouse training sessions for team members to develop expertise in a new software that was not being used.
* The trainings were instrumental in team members buying in and using the software, with the effective tool making a powerful impact on the success of the project.
* The company was able to justify the cost of the cutting-edge software, which resulted in manual labor costs for the interpretation phase of the project being reduced by over 70%.

**SCHLUMBERGER, Houston, TX 2007 – 2013**

**Seismic Engineer – DP Project Leader**

***Key Achievements***

* Succeeded in rolling out the first FWI technology in seismic data processing for a key production project.
* The technology made a positive impact on a client’s business, substantially improving efficiency, quality, communication, competitiveness, and decision-making.

**EDUCATION**

**Master of Science in Geophysics (MA)**

Perm State University (Russia)

**Bachelor of Science in Geology (BA)**

Perm State University (Russia)

**PROFESSIONAL DEVELOPMENT**

2023 - Certified Agile User & Certified Salesforce User

2022 - Exceptional technical writing course; Sales fundamentals course; Negotiation Foundation Course

2021 - Delegating Tasks Training; Coaching and Developing Employees; Consultative Selling Skills Pro Development

2019 - Delivering Successful Presentation Training; Petrel Seismic Well Tie (Schlumberger); QI AVO Training

2018 - Carbonate Depositional Systems and Stratigraphy in the Seismic Record; Salt Tectonics in Shallow Water GOM

2016 - Project Management Customer Focused Interaction; Fundamentals of Seismic Interpretation; Imaging Using KDM

2014 - Interpreter’s Guide to Depth Imaging; Salt Tectonics for Interpreters; An Introduction to Applied Depth Imaging

2013 – PMP certifications; Throughout Optimization and Disk Management; MS Project; Team Leading

2008 - 2012: Seismic data processing and interpretation training; Managing and Leading Course; Project Leader Course

**PROFESSIONAL AFFILIATIONS**

SEG WNC – Society of Exploration Geophysicist Women’s Network Committee | WEN – Women’s Energy Network

**TECHNICAL SKILLS**

***Project & Customer Management***: HubSpot, CRM, Salesforce.com, MS Project Manager

***Data Analytics Tools/Visualization***: Power BI, ArcGIS Pro

***Other Software***: Microsoft Office Suite (Excel, Word, PowerPoint), Linux OS, Windows OS