**Steven Daniel Southwell**

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**PROFESSIONAL PROFILE**

**A highly effective Engineering Management Professional,** who meets challenges skillfully and creates positive change. A detail-oriented individual, with the proven ability to provide the leadership necessary to generate and deliver innovative ideas and effective solutions in highly competitive, rapidly- changing business environments. An energetic leader, with a track record of success developing teams and leading them to achieve outstanding results in profitability, safety, and project performance.

**BACKGROUND SUMMARY**

*More than twenty years of Engineering and Project Management experience includes:*

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| New Business Development | Strategic Planning | Contract Negotiations |
| Budgets / Forecasts | Executive-Level Presentations | Business Growth Strategies |
| Process Improvement | Project Reviews / Updates | Project Management |
| Change Management | New Product Development | Project Turnaround Management |
| P&L Responsibility | Engineering Management | Risk Management |
| Marketing Plan Development | Product Management | Budget Management |

**EMPLOYMENT HISTORY**

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| **Bernhard TME, LLC,** Houston, TX | 2022 - 2023 |
| ***Senior Mechanical Designer*** |  |

Provided technical consulting and project management services for mechanical equipment to major healthcare clients, with a focus on the Energy as a Service segment of the business. This position involved the coordination of suppliers to ensure project success while representing the client’s interests.

* **Served as the local technical representative for the Memorial Hermann Southeast Hospital Steam Plant Replacement Project**
* **Designed all of the plumbing to meet current code requirements** for the Tucson Medical Center Emergency Department Improvement Project
* **Performed the 3D Scanning and Records Integration** for the Conway Medical Center (Myrtle Beach, SC) Improvement Project

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| **South of the Well Services, LLC,** Houston, TX | 2019 - 2021 |
| ***President*** |  |

Founded South of the Well Services, LLC to invest in Aire Serv franchise opportunity. Responsible for the identification and acquisition of locations in the Humble and Jersey Village suburbs of Houston to supply HVAC repair and replacement services.

* **Created business strategy, business plans** and budgets, marketing strategies, employee recruitment and retention plans, and operational strategy.
* **Selected and negotiated with all suppliers,** and contractors to support the company strategy
* **Identified potential acquisitions** and analyzed their profit potential and capital requirements.
* **Increased revenues for the Jersey Village location by 25%** over the previous two-year period
* **Through acquisitions, increased client base** by more than 1,600 by the end of Q2 2021
* **Negotiated and finalized the acquisition of the largest client base in the Houston area**, adding more than 5,000 clients

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| **Halliburton,** Houston, TX. | 2018 - 2019 |
| ***Senior Projects Advisor, Well Control Division*** |  |

Managed cross-functional teams tasked with developing a new product line. Ensured requirements were met and delivery schedules achieved. Created and maintained multiple project schedules, and managed product development budgets and deliverables. Responsible for ensuring programs met technical, business, supply chain, manufacturing, operations, and legal deliverables.

* **Served as a process, standards, and equipment technical expert** to multiple groups in various capacities.
* **Developed and implemented a Project Controls System** to achieve ISO 9001:2015 certification and set out a path to achieve the American Petroleum Institute’s API Q1 certification by the end of 2020.
* **Brought one project from 8 weeks behind schedule at the start of 2019 to 4 weeks ahead of schedule** by the end of Q2 2019.
* **Implemented cross-functional project reviews** to ensure clear communication on key issues while maintaining alignment on complex projects to achieve strategic business goals.
* **Developed and implemented a Deliverables Management System** to ensure project compliance with Business Strategy and Corporate Program Requirements

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| **South of the Well Properties, LLC,** Houston, TX | 2012 - 2018 |
| ***Vice President*** |  |

Cofounded South of the Well Properties, LLC to seek out investment opportunities in residential and commercial real estate, and other suitable ventures.

* **Created and updated investment and financial strategies** as the market environment changed.
* **Responsible for researching potential investments**, analyzing their profit potential, and making investment decisions.
* **Managed the selection of operators and contractors.**
* **Realized capital gains of 65% on a set of commercial properties** over four years.

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| **Schlumberger,** Houston, TX | 2009 - 2016 |
| ***Rapid Response Engineering Project Manager, Liner Hanger Division*** (2014 - 2016) |  |

Managed a group of engineers to develop new products for specific customer requirements and delivery schedules. This involved the creation and maintenance of multiple project schedules of varying complexity as well as the creation and maintenance of engineering quotes and billing rates to deliver a profit. Also served as a process, standards, and equipment technical expert to multiple groups in various capacities.

* **Led the on-time and under-budget delivery of all projects** during the 30 months under management
* **Improved margins from a 40% loss to more than 20% profitability** through process restructuring and improved fiscal management
* **Sole Schlumberger American Petroleum Institute (API) 19LH Standard creation representative and chairperson for the Quality Section**

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| ***Engineering Project Manager, New Products*** (2009 - 2014) |  |

Managed a group of engineers to develop new products for the Liner Hanger product line. This involved the creation and maintenance of the overall project schedule, as well as the operating budget of $4.3M.

* **All equipment was delivered on time and under budget** during the entire time under management
* **Oversaw product package development** for a major Exploration & Production client in the Indonesian market
* **Assisted operations and sales engineers** with product decisions and development
* **Provided technical advice and guidance** to junior engineers to achieve project successes
* **Assumed leadership role in Completions Engineering** to ensure achievement of project management standards

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| **Deep Sea Development Services, Inc.,** Houston, TX 2008 - 2009 |  |
| ***Staff Consultant II*** |  |

Provided technical consulting and project management services for subsea equipment to major Exploration & Production clients, with a focus on the offshore segment. This position involved the coordination of suppliers to ensure project success.

* **Successfully managed offshore installation of subsea equipment** for a major Exploration & Production client, in the Gulf of Mexico
* **Performed quality control audits of subsea equipment suppliers** for Exploration & Production clients while managing project schedules and requirements

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| **Baker Hughes, Inc.,** Houston, TX | 2004 - 2008 |
| ***Project Engineer, Sand Control and Intelligent Well Systems*** |  |

Utilized my skills as a Mechanical Engineer in the Sand Control and Intelligent Well Systems Product Development groups to create and modify equipment designs to achieve technical requirements to support new business opportunities.

* **I was selected in each group to serve as the lead engineer** and assumed additional technical responsibilities as well as personnel and hiring decisions
* **I was selected to take over three troubled projects** in the Intelligent Well Systems group and was able to complete all of them simultaneously on time and under budget
* **During validation of Sand Control Equipment to American Petroleum Institute (API) standards, utilized Finite Element Analysis** (FEA) to resolve testing failures and validate the equipment to the required specifications
* **Developed and implemented internal engineering standards** for the use of 3D CAD and FEA for all product lines supplied by the Baker Oil Tools Division

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| **TIW Corp.,** Houston, TX | 2001 - 2004 |
| ***Project Engineer, Liner Hanger Division*** |  |

Utilized my skills as a Mechanical Engineer in the Liner Hanger Product Development group to create and modify equipment designs to achieve requirements to support new business opportunities. While in this position I was selected to serve as the lead engineer.

* **Developed a new material application to reduce the milling time** for Float and Shoe Track equipment from several hours to under 15 minutes
* **Selected as the lead testing engineer for the validation of Liner Hanger equipment**, focusing on packers and expandable products
* **Developed new Surface and Control Valves to meet API 6A requirements**

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| **CSR Polypipe,** Gainesville, TX | 2000 - 2001 |
| ***Technical Services Engineer*** |  |

Utilized my skills as a Mechanical Engineer in the Technical Services group to support the production and deployment of Polyethylene piping and fixtures for the Oil & Gas, waste management, and water purification industries.

* **Created the Quality Program** that allowed the plant to become ISO 9001 certified
* **Improved the test facility capabilities** that allowed the testing of a full range of pipe sizes more efficiently while reducing overall cost

**EDUCATION**

**BS, Mechanical Engineering**

Texas Christian University, Fort Worth, Texas