

# SAMUEL CARY

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## OVERVIEW

Diplomatic, creative and well-mannered professional with a diverse range of experience relating to oil & gas. Experienced in quality assurance, global account management, business development, program management, inspection & testing, consulting, quality assurance, project & team management, technical coordination.

## KEY SKILLS

- Creative & Persuasive Writing
- Tactical & Innovative Mindset
- Business Diplomacy & Discretion
- Coordination of Teams & Ideas
- Translating complexity to simplicity
- Analyzing & identifying solutions

## KEY POINTS & ACCOMPLISHMENTS

- Seasoned by experience and hard work, worked up from field positions, to key organizational roles.
- Well versed in adaptation, patience, and endurance through acquisitions, mergers, and leadership variety.
- History of confidence and trust from leaders, personal confiding from and confidential advisement to CEOs, high level managers, and key stakeholders.
- Extremely diverse in organizational positioning, with a growing skill set in business development.
- Managed teams of up to 45 field & office personnel, including hiring, reviewing, coordinating.
- Managed, maintained, and grew a global operator account from 2 million to 7 million annual revenue.
- Built relationships & contact points across hundreds of oil & gas related companies through networking.

## PROFESSIONAL EXPERIENCE

*(Refer to end of document for specific list of clients, activities, and projects for technical work)*

*(Technical Training & Certifications can also be found at the end of this document)*

Linked in profile w/ references <https://www.linkedin.com/in/samuel-cary-0770a727>

### 09/2018–Current

#### QA/QC MANAGEMENT *(Ops)*

**Total S.A.**

**Houston, TX**

Dedicated to project-based QA/QC management and coordination for international Deep-water drilling, with head office support. Primary contact point for French Guiana QA/QC activities. Responsibilities include the implementation and enforcement of quality plans, coordination of international inspection personnel, administration of Totals “IQ-ALL” reporting system with vendor, inspector, and coordinator access authorization.

### 01/2018–Current

#### FOUNDER & PRESIDENT *(BD, Acct. Mgmt., Ops, Strategy)*

##### **CX3 Global Business Solutions**

Houston, TX

Created CX3 Global to provide assurance, business development and consulting services to critical industries such as oil & gas, and civil infrastructure projects. Created partnerships and business development methods and maintained strong relationships with energy companies. Built cx3g.com website, a database of consultants, an online portal, marketing materials, and branding while seeking high value contracts for corporate opportunities and business support through digital consulting services.

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**12/2016–12/2017**

**BUSINESS DEVELOPMENT MANAGER, OIL & GAS - Industry Division** (*BD, Acct. Mgmt.*)

**Bureau Veritas North America** (*Supporting TH Hill, DTI, Technical Center, BV Procurement Services*)

Houston, TX

Provide broad based business development for Bureau Veritas industry division, including BV procurement services and shop inspections, TH Hill Drilling equipment inspections, Engineering services; such as failure investigations, DS-1 specifications and drill string design. Technical center; statistical risk analysis and modeling, DTI services, industry standards, Technical audits and other services across Bureau Veritas Upstream, Midstream, and Downstream client base, in addition to the following:

- Provide account maintenance for major oil & gas accounts, including Chevron, BP, ExxonMobil, Shell, Repsol and others. Interfaced with engineers, QAE's, VP's, division managers, procurement personnel, and coordinators.
- Personally secured approximately 2 million in sales from *new* business, 4 new clients, 3 new business partnerships, and developed new opportunities with existing clients in year 1, in a challenging market.
- Developed and strengthened relationships across the upstream and midstream industry sectors.
- Enhanced the BV footprint and name recognition throughout the oil & gas industry through word of mouth, networking, attending conferences, and building industry recognition.

**01/2016–11/2016** (*6 actual years through acquisitions*)

**REGIONAL TECHNICAL PROGRAM MANAGER - AMERICAS** (*BD / Tech BD / Strategy*)

**RINA** (*Previously Edif Group, CTSI & NDE*)

Houston, TX

The purpose of this position is to facilitate a more competitive position in the marketplace that will positively impact regional P&L. through the creation and execution of elected business programs / areas of expansion. These business programs are meant to help deliver the organizations strategy or business transformation & require healthy interdependency between departments to complete objectives.

- Provide a critical interface and level of support for key account managers and project coordination team in the development and execution of program level objectives.
- Works with global technical team to research industry trends, identify areas where new business opportunities exist, and formulate & execute programs that will positively impact the business.
- Support technical initiatives in the maturity of the company's technical service capability as needed, such as assisting in the development of technical inspection documents, tests, and standards, or providing support for operations team in line with expertise.
- Provide leadership and support to personnel within the assigned region & category of responsibility.
- Responsible for identifying, building, and developing effective revenue streams for the business with support from various departments.
- Attend meetings and interface with all clients and company personnel for various technical, operational, business development, and financial matters.
- Interface with client's category managers, directors, contract personnel, and quality and project teams to market and present programs and services, and to obtain new client relationships & establish contracts.
- Programs under development or launched:
  - **Tubular Services** – Program centered on the advancement of tubular inspection capabilities as a company service line. Expand global mill surveillance services through both new and existing client relationships. Identify key industry and client needs pertaining to tubular products, build inspection teams, and streamline inspection services from mill level down. Heavily dependent on research, client interaction / BD, new client contract wins, and technical support elements such as exam creation, facility audits & QCP reviews.

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## 7/2014–12/2015

### TEAM LEAD - KEY ACCOUNT MANAGEMENT (*Acct Mgmt./ BD / Tech / Ops*)

#### GLOBAL ACCOUNT MANAGER & COORDINATION TEAM LEAD - CHEVRON

*RINA (Previously Edif Group, CTSI & NDE)*

Houston, TX

- Oversee, maintain and develop #1 global account for the company, billing up to 11,000+ man hours a month, and act as interface & decision maker for global offices pertaining to account projects & inquiry's.
- Manage 40+ personnel consisting of office coordinators, field supervisors, and inspectors.
- Measure performance and develop effective practices for continued success in conformance with internal KPI's set for technical and financial reporting.
- Actively ensure quarterly and annual budget targets are met by seeking out and maintaining an adequate workload for the inspector base.
- Act as a technical resource and interface for inspection personnel, coordinators, and clientele pertaining to OCTG manufacturing, drilling & completion operations, logistics, and tubular maintenance operations.
- Provide revenue and hour predictions and trend analysis to assist with financial forecasting.
- Attend technical conferences, contractual reviews, and client maintenance visits and act as company representative towards engineering, procurement, and quality assurance personnel.
- Participate in and assist with internal and external ISO quality management system audits.
- Assist both internal and external field coordinators through training and advancement in effective coordination practices.

## 7/2013–7/2014

### TEAM LEAD - COORDINATION (*Acct Mgmt./ Tech / Ops / Training / HR*)

#### ACCOUNT MANAGER – CHEVRON

*RINA (Previously Edif Group, CTSI & NDE)*

Houston, TX

- Manage 35+ field personnel across Texas and Louisiana.
- Implement and drive coordination team objectives
- Attend to the development of coordinators and client relationships
- Conduct Field Visits to interface with vendors, field coordinators, and inspection personnel. Attend pre-production meetings, and technical meetings for various projects with clients, vendors, and suppliers.
- Interface with clients and accounting personnel to help resolve billing concerns and evaluate practices.
- Develop and implement team coordination systems and facilitate efficient workflow
- Assist with the development and maintenance of inspection procedures
- Provide guidance in the resolution of quality concerns and technical troubleshooting with coordinators, inspectors, vendors, and clients.
- Train new coordinators and monitor customer service feedback and technical needs on major projects.
- Monitor, evaluate, and conduct performance reviews of inspectors and coordinators, and make pay adjustments in line with acceptable company profit margins.
- Locate field inspectors, hire & replace personnel, while determining rates / salaries.
- Seek out new work loads and successfully acquire stake in new projects of various magnitude, up-to and including multi personnel long term projects with near 7 figure revenue increases.

## 8/2011–7/2013

### ACCOUNT MANAGER & SR COORDINATOR – CHEVRON DEEP WATER (*Acct Mgmt./ Tech / Ops*)

*RINA (Previously Edif Group, CTSI & NDE)*

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- Manage and grew largest account, comprising approximately 40% of company revenue, and 10k billable man hours monthly. Contributed to significant account growth, taking the account from 3,300-man hours a month in 2011 to 11,000+ peak hours in 2015, and saw a reported 34% overall company growth by the end of 2012.
- Operated on a very lean overhead, being 100% billable for myself and team.
- Coordinate Third Party inspection activities for the Chevron Deep Water Exploration and Projects (DWEPE) business unit throughout the GOM area, including work for ETC Engineers, Investment Recovery, & CNAEP Procurement Personnel. Also involved in HESS USA & Malaysia projects, and assisting other accounts as necessary.
- Investigate, report, and resolve quality issues found during operations across all approved vendors and shipping companies throughout Texas and Louisiana.
- On call and available 24 hours a day, 7 days a week, for questions, concerns, and resource provision for up to 38 inspectors, 30+ Facilities, shipping companies, major suppliers, and clientele.
- Maintained weekly interface visits with Chevron engineering and supply chain personnel, conduct regular field visits, attend PPM's and vendor-client quality related events and meetings.
- Assist in the development, review, and revision of Chevron global documents, procedures, forms, and quality plans. Review and approval of supplier-client title transfers, vendor QCP's, routers, and test plans.
- Interface with DWIQA (Deep Water Inventory Quality Assurance) group to ensure a smooth work flow from mill and receiving inspection facilities through to Chevron inventory and shore base.
- Assisted in QA related resolutions and preventative measures, in part by developing and implementing Vendor Performance Analysis System (V-PAS) to record and measure vendor quality issues, NCR's, and corrective actions.
- Estimate order cost-per-foot / joint of material for various operations, submit estimates, and track service order budgets. Organize, compile, & chart financial and statistical data to Clientele.
- Compile and distribute project charge codes, budgets, and service orders to accounting, and review and approve all invoices submitted to Client while maintaining a recurring contractual 30 day invoicing schedule.
- Day to day creation and disbursement of assignments, workbooks, and job numbers. Convey and distribute specifications & requirements to field personnel, vendors, and suppliers and enforce as necessary.
- Organization, review, and filing of all pertinent inspection documentation related to inspections, including master logs, MTR's, RQAS's, VWI's, and purchase orders, and providing documentation upon client request in an efficient and timely manner.
- Develop new inspection forms, spreadsheets, and miscellaneous company documents for circulation.
- Work with inspectors and client to develop improved reporting quality and formatting, and provide content for a developing internal web based reporting system.
- Weekly review and approval of inspectors' timesheets and inspection reports for technical accuracy.

**8/2011–10/2013**

**COORDINATOR – CHEVRON DEEP WATER** (*Tech / Ops / Doc*)

**RINA** (*Previously CTSI & Edif NDE*)

Houston, TX

First duties were to create and disburse assignments, workbooks, and job numbers. Conduct data tracking of man hours and inspection counts. Convey and distribute specifications & requirements to field personnel, vendors, and suppliers, as well as the organization, review, and filing of inspection documentation related to inspections.

Progressed to become a dedicated billable Chevron coordinator by year's end at the request of both Chevron ETC & CNAEP, and absorbed the newly vacant positions of 3 other coordinators.

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## **11/2010–8/2011**

**SR. QA SPECIALIST, VENDOR SURVEILLANCE** (1-year, vendor surveillance, then brought in office)

**RINA** (Previously CTSI, Construction Technical Services Inc.)

Houston, TX

Third Party monitor & witness of OCTG related manufacturing processes, primarily on behalf of Chevron Deep Water Exploration and Projects.

Clients include Chevron and Petrohawk (See below for full client and project list)

## **11/2008–11/2010**

**QA SPECIALIST, VENDOR SURVEILLANCE** (2-years, vendor surveillance)

**DNV GL** (Previously GL Industrial Services)

Houston, TX

Responsibilities included traveling to various client vendors throughout Texas and Louisiana to witness/monitor various aspects of manufacturing and testing on behalf of clientele. (See below for full client and project list)

## **05/2008-11/2008**

**QUALITY CONTROL INSPECTOR**

**NOV** (National Oilwell Varco)

Galena Park, TX

Performing visual weld inspections in accordance with AWS D1.1 and company quality requirements,

Performing fit-up inspections before approving or rejecting parts to be welded,

Perform non-destructive testing on all in-house welds as required, and contacting outside NDT companies for any shear wave requirements,

Enforcing and communicating strict quality guidelines and tolerances for welders, fitters, lead men and supervisors,

Receiving, filing, referencing, and signing drawings for all parts and assemblies in or out of NOV facility

## **2007-2008**

**TECHNICAL REPORT WRITER**

**Marine Inspection Specialists** (Closed)

La Porte TX

MIS is a NDE Inspection Company focused on dockside and offshore ABS surveys in and around the Gulf of Mexico.

Responsibilities involved gathering and interpreting field data from technicians, and overseeing the report creation process while utilizing Auto Sketch, Word, PDF, and Excel.

## **2006-2007**

**QA SPECIALIST, VENDOR SURVEILLANCE**

**CARDNO** (Previously PPI Technology Services)

Houston TX

PPI is a Petroleum engineering, operations management and quality assurance firm.

Responsibilities included traveling to various client vendors throughout the Houston area and witnessing processes of manufacture and /or testing on behalf of clients.

Some processes witnessed include pipe preparation, well screen construction and testing, valve testing procedures, dimensional inspection, and various aspects of tool construction and testing.

## **2001 -2006**

**LEAD NDE TECHNICION**

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## **MISTRAS (Previously The Nacher Corporation, AMP division)**

Houston, TX

Experience at The Nacher Corporation involved many offshore ABS gauging surveys aboard drilling platforms throughout the Gulf of Mexico, as well as dockside AMP (asset management program) surveys, and Coast Guard compliant inspections of PVCT vessels.

Duties and responsibilities would include; running crews, enforcing safety procedures, interacting with clients, intensive report writing that made up about 20-50% of any given job (including the use of Auto Sketch, Word, PDF, and Excel.), referencing blue prints, and advising clients as to the nature of damaged or deteriorated materials.

## **TECHNICAL TRAINING, SKILLS, CERTIFICATES**

- *Commercial diver certification obtained through TOC (The Ocean Corporation) by the Association of Diving Contractors in May 2001(Cert # 5134) class of UDT310.*
- *ASNT Level II in MT, UT, and PT*
- *American Red Cross first aid and CPR training at TOC, and PADI and YMCA advanced SCUBA certifications.*
- *Inspection process knowledge in OCTG, drilling and completion equipment, pressure vessels, offshore rig fabrication & maintenance, valves, logistics, inventory.*
- *QMS Internal Auditor course for ISO 9001:2008 through DNV Business Assurance*
- *ERCA – Effective Root Cause Analysis for Corrective/Preventative Actions through DNV Business Assurance*
- *Significant hands on project management and coordination experience.*
- *40 hour hazardous materials training at TOC in May 2001, ROV (Remotely Operated Vehicles) training, Sea survival and safety training course at Texas A&M University in March 2001*
- *Introductory oxy-acetylene welding skills certificate awarded by City & Guilds of London in July 2000 at ECAT College.*
- *Academic certificates in PT 1&2, MT 1&2, and UT 1&2 obtained at TOC in May 2001.*
- *Knowledge and use of industry and client standards including API, ASME, ASNT, ASTM, ISO, DS-1, CMRP.*
- *Familiarity with AWS & API 1104 weld inspection procedures (CWI course prep)*
- *Implementation of company and ISO quality systems (ISO Lead Auditor training planned)*

## **SPECIFIC TECHNICAL CLIENT EXPERIENCE**

- **Hamilton Metals**, Mill auditing in accordance with API 20J requirements and Baker Hughes requirements
- **Freeport McMoran Oil & Gas**, Coordinate misc. inspection activities for drilling and completions team. Provide FMOG specification specific testing.
- **Energy Transfer Company**, Interface with directors, build inspection teams for large project coverage
- **Plains All American Pipeline**, Interface with directors, build inspection teams for large project coverage
- **Ascot**, Hydrostatic Testing, Final Inspections, Valves & Misc Items (Nigeria East Area Projects)
- **BHP**, Pipe threading process inspection, Honing/Turning, Material testing (Neptune, Shenzi, and Mad Dog Projects) & Coordinate mill monitoring of various sizes and grades of OCTG.
- **BP**, Technical Quality plan review, personnel field audits, mill inspection (Misc. projects), Hydrostatic Testing of Riser Joints, Final inspection of Inflatable Packers, (Savonette and Thunderhorse Projects) & Coordinate mill monitoring of various sizes and grades of OCTG.
- **Chevron**, (Various Chevron business units) OCTG / D&C related coordination & inspection activities for global business units with heavy involvement throughout Texas & Louisiana at various facilities such as, TENARIS, VAM, Weatherford, Hunting, Drilco, Schlumberger, Halliburton, Tuboscope, Paterson, and others. Threading, load outs, receiving inspections, final inspections, dimensional, NDE, and SEA

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inspections. Casing, tubing, drilling & completion equipment, fishing equipment, shale fracking equipment, float equipment, Packers.

(Tahiti, Tahiti PS002/IS002/IS003/PS004/PS006/PS002 Bypass, Moccasin, Moccasin#2, Moccasin Appraisal, Buckskin, JSM, JSM Landing, JSM Open Hole, Bigfoot, Coronado, Coronado #2, Bigfoot Colorado, Bigfoot Test, Jack, Jack PS005/PS004/PS002, Oceanographer, Buckskin #3 Appraisal, Bigfoot Nevada, Canada Margaree, St. Malo, St. Malo PS001/PS003/PS004/PN001/PN003, General Account / Inspections for inventory, Anchor, Marcellus Shale, Auker, Pius, Guadalupe, Minzu, Lianzi, IDD, Thailand, Wheatstone.)

- **Devon**, Hydrostatic and Gas testing of actuators, (Flying Squirrel)
- **ENI**, Assembly and Testing of Cement Manifolds, diverter tools, Inventory Tracking, (BOURI Gas Utilization Project & LEO Project)
- **ENPPI**, Hydrostatic Testing of Valves & Expediting (Total E&P Yemen, Hharir Basement Phase-1 Project)
- **Trunkline Gas Company**, Hydrostatic testing of valves and final inspections, (FGT PHASE VIII)
- **Encana Oil & Gas**, FLUT, SEA, FLD.
- **ExxonMobil**, Assembly of Liner Hanger/Packer/Tieback Systems, Bakerweld Well Screen construction (RASGAS) Also General business development and new OCTG projects through the drilling quality team.
- **Florida Gas**, Load outs and Final inspections of Valves and Misc Items, and Hydrostatic testing, assembly, and coating of large valves used for buried service. (St Pete/ Sarasota Launcher/ Phase VIII),
- **Fluor**, Hydrostatic Testing, Coating and Final Inspections of Valves and Misc Items
- **Murphy**, Valve Assembly & FAT Operations (Kikeh Project)
- **Panhandle Energy**, Hydrostatic Testing and Final Inspections (Greensburg)
- **Hess Corporation**, Inspection & Coordination, Threading, SEA, various OCTG & Wellhead projects (Garden Banks, Llano, Tubular Bells, Ceiba Phase II, Kurdistan) & Coordinate D&C Inspection operations
- **FMC Technologies**, Wire line Tensioner Sheave Construction, Check Valve Assembly & Testing (Songa)
- **IOS**, miscellaneous shipping inspections.
- **PDVSA**, Final Inspection of misc parts/ equipment, UT (Bariven)
- **Petrohawk**, threading and load outs of OCTG related material, various projects.
- **Aker Kvaerner**, Receptacle Weldment Construction FCAW (Blind Faith)
- **Kerr McGee**, Level 3 Micro-Pak Well Screen construction, Piston assemblies, (Green Canyon, East Breaks)
- **Anadarko Petroleum**, Level 4 Duragrip HD Well Screen Construction (Spiderman #3, Lloyd Ridge 5 #1, Green Canyon 608)
- **JFE Steel America, Inc**, Connection testing, thermal cycle/ mechanical
- **Nexen Petroleum**, refurbishment and inspection of tool's/ tool joints and ROV manifolds (Knotty Head #2)
- **TODCO**, Asset Management / hull integrity inspections, corrosion mapping, ABS Surveys (various projects throughout Gulf of Mexico)
- **ROWAN**, Asset Management / hull integrity inspections, corrosion mapping, ABS Surveys (various projects throughout Gulf of Mexico)
- **Noble Drilling**, Asset Management / hull integrity inspections, corrosion mapping, ABS Surveys (various projects throughout Gulf of Mexico)
- **Transocean**, Asset Management / hull integrity inspections, corrosion mapping, ABS Surveys (various projects throughout Gulf of Mexico) Also interface with Client's to assist other coordinators at CTSI.
- **Diamond Offshore**, Asset Management / hull integrity inspections, corrosion mapping, ABS Surveys (various projects throughout Gulf of Mexico)
- **Kinder Morgan**, secured new contract and work with the CO2 division for Bureau Veritas failure investigations.
- **Shell**, Developed new project NACE workload for company in tubular coating monitoring.