

COLIN HOSSACK

CONTACT



163 Braehead Drive,
Cruden Bay
Peterhead, Aberdeenshire
AB42 0NP



Home/Mobile
01779 812397 / 07960 485310



Colin.hossack1@outlook.com

CORE QUALIFICATIONS

- Customer focused with considerable established contacts. Capable of generating new leads
- Driven to develop maximum sales and profitability
- Extensive knowledge of wellbore packers (Inflates and Swellables), Stage Cementing Tools
- Expertise in well cementing techniques, tools and products including Sub Surface Cementing technologies and products.
- Casing Liner planning and running experience.
- Operational planning and risk assessment knowledge
- Sound financial and commercial awareness
- Can gather and interpret marketing analysis data to boost sales of existing and new products
- Technical Sales & Support
- Brochure planning and development
- Business development, Network, Training materials
- Experienced Presenter, Internal and External

PERSONAL INFORMATION

PERSONAL DETAILS ,

Date of Birth: 12-07-1961

Nationality: British

Marital Status: Married (with 2 children)

Driving Licence: UK - Full clean

Passport No: 507922394 – Oct '22

Highly experienced sales executive with 28 plus years in Oil & Gas. An extremely motivated and driven individual with excellent business development skills. Results orientated professional with proven track record. Excellent communication skills. Reliable. Someone who enjoys a challenge .

Customer-oriented, strategic-thinking sales professional with over 15 years of experience building relationships, cultivating partnerships, retaining top accounts and growing profit channels. Multi-tasking and self-motivated leader with expertise expanding network connections, introducing products, implementing pricing models, inventory control and projections, vendor relations, territory development and revealing customer needs to deliver solutions.

EXPERIENCE

June 2020 to present

Managing Director, Hoss Well Services

With over 30 years oilfield experience, the majority of those spent in the Well Construction Products business we provide expert impartial advice on the selection of the best solution for your well cementing needs.

- Float Equipment selection
- Cement Plug Compatibility assurance
- Centralisation optimisation
- Conventional and Close Tolerance applications
- 3rd party alignment ensuring “system” compatibility

March 2019 to June 2020

Global Technical Advisor *Weatherford International, Well Completions - BP*

- Accountable for growing the revenue and market share of the product line.
- Ensure product line offering is consistently and effectively priced including gross margin profitability.
- Pro-active in the client engagement as required to enhance the Company's sales proposition to the client assets, existing and new.
- Work closely with customers to understand their specific needs, ensure Company can use its capabilities to address these needs.
- Promote and deliver cross - Product Line bundling proposals and fit for purpose integrated services offerings.
- First point of contact for technical and operational requests
- Responsible for ensuring continuity of lessons learned, knowledge transfer, best practice and contract continuity.
- Develop and coordinate a support network within the Segment, Responsible for taking a visible and active role in ensuring a culture of accountability that is continuously improving.
- Demonstrate effective Safety leadership at all times
- Provides insight and alignment of product line goals globally.
- Actively participates in supporting the execution and

REFERENCES

REFERENCES AVAILABLE UPON REQUEST

communication of strategic account plans at Global and Local Level

- Develop and execute a detailed plan for high level client engagement
- Provides connectivity between the product line and the managed accounts team
- Responsible for having a clear understanding of customers business models and decision-making structure
- Actively participate in the development of strategic tender submissions for the product line.

June 2018 to March 2019

Technical Sales & Support *Weatherford UK Ltd, Cementing Products & Liner Systems*

- Provide Technical support to all North Sea Clients on Weatherford Products and Services within the Cementing and Liner PL's.
- Providing technical and business development support.
- Attend Client meetings, rig calls, DWOP's etc and deal with any issues arising from equipment or personnel.
- Build relationships within the clients office to help generate new business opportunities for all Weatherford PL's
- Ensure that operations exceed customer requirements and expectations.
- Translate client needs and expectations into Weatherford solutions in an accurate and timely manner.
- Provide cross-product line integrated solutions to provide incremental revenues to Weatherford.
- Assist with management of inventory and stock levels ensuring timely delivery of approved orders.
- Help set up new inventory strategy including but not limited to min/max levels and ensure that cross-region usage is viable to maximise profits and efficiencies.
- Generate new business plan to enable expansion of Service Related offerings to clients providing a "one stop shop" for products and services.

November 2015 to November 2017

Eastern Hemisphere Manager, *Forum Energy Technologies, Completions & Downhole*, Aberdeenshire, Aberdeenshire

- Responsibility for FORUM's newly formed Completions & Downhole product line offerings.
- Responsible for product line strategy and implementation, product development direction, marketing plans, business development, QHSE, technical and commercial support.
- Responsible for all group activities in the Eastern Hemisphere
- Develop, communicate and assist with implementation of area wide strategy initiatives.
- Interface between senior management and Region groups.
- Development of fiscal and quarterly plans.
- Travelling throughout region conducting presentations and site visits when necessary.
- Creation of cross product line opportunities.
- Expanded Middle East Business turning it from a marginal financial proposition into an extremely profitable business •
- Realigned Singapore operations to make it more profitable, increasing revenues by over 45%.
- Set up various joint venture operations globally.

- Supported USA Operations Manager in improving operations and resolving issues to deliver best in class customer service.

May 2015 to November 2015

Regional Operations Manager *Forum Energy Technologies*,

- Responsibility for FORUM's Davis Lynch product line offerings.
- Provide full technical support to all clients in Europe and West Africa as well as planning and financial support to Houston based PL Manager.
- Carried out extensive training sessions with major European Clients to increase awareness of full product offerings available.
- Increased European revenues by over 25%.
Provide in depth technical advice and product solutions to all clients in Europe and West Africa improving response times and client satisfaction.

January 2014 to May 2015

Global Product Line Champion Cementation Products,

- Responsibility for Weatherford's cementing products with specific responsibility for cementing products rental equipment.
 - Inclusive of
 - financial and fiscal management
 - product line strategy and implementation
 - product development direction
 - marketing plans and business development
 - technical and commercial support
 - close working relationship with research and development, manufacturing, regions, marketing services
 - Development of business plans for new product opportunities.
 - Evaluation and planning of future market conditions, aligning strategy and product development in order to fulfil client needs.
 - Planning and implementation of effective marketing campaigns and new product launches. This includes, but is not limited to, web content, branding, product positioning, brochures, animations, presentations, posters, and trade shows.
 - Working with manufacturing and operations in order to manage inventory and asset utilisation.
 - Analysis of financial statements, cash flow, cost controls and expenses to pinpoint potential weak areas and correct them.
 - Identification and justification of acquisition opportunities that enhance the product line or Weatherford's capabilities.
- Achievements**
- Involved in new technology development
 - Provided SME (subject matter expertise) to both internal and external clients
 - Developed training materials for the global organisation
 - Assisted Marketing Group with the design and implementation of new marketing materials

July 2012 to January 2014

Region Product Line Manager *Cementation Products*

- Providing technical and business development support throughout the region.
- Develop, communicate and assist with implementation of area wide strategy initiatives.
- Interface between global business unit and region countries on technical issues, business development and global strategies.
- Development of fiscal and quarterly plans, monitoring progress in conjunction with Country Manager.
- Travelling throughout region promoting products and services to customers, arranging facility tours when necessary.
- Creation of cross product line opportunities where possible
- Demonstrate a personal commitment to QHSE and where appropriate apply Weatherford and/or client QHSE policies

January 2012 to July 2012

Executive Sales Representative *Blackhawk Speciality Tools USA*

- Promotion of Blackhawk tools and services.
- Ensuring client expectations of performance and safety are met.
- Personally responsible for managing customer complaints.
- Participation in sales strategy meetings.
- Collation and analysis of market data and trends.
- Achievements: •Assisted with the set-up, organisation and recruitment of premises and personnel to support remote operations in Pennsylvania •Provided in depth support to old and new clients both in office and field environments.

January 2011 to January 2012

General Manager *Blackhawk Speciality Tools, Europe & West Africa*

- Leading operations in Europe and West Africa, responsible for all personnel, equipment and assets.
- Ensuring all equipment is serviced and maintained ready for rental and sales.
- Ensuring compliance to QHSE and if necessary investigation of incidents including near misses and dropped objects.
- Performance of root cause failures •Creation of monthly P&L reports •Solely responsible for the success of operations, sales and supply chain within Europe and West Africa.
- Achievements: •Generated new business for the company during their first expansion into the overseas arena.
- Helped secure a multi-million dollar contract with an oil major and service companies in the Caspian Region •Built strong relationships in new territories that continue to bear positive results for the company as a whole.

August 2009 to January 2011

Global Product Line Manager *Weatherford International, Well Construction Swellable Products*

- Providing high level technical support to engineering/design and internal/external clients.
- Direction and participation in global product strategy, research & development, market research analysis and manufacturing co-ordination for new and emerging products.
- Development of product definitions, launch process and pricing strategies.
- Management of global technical product development, potential profits and release to production.
- Co-ordination and development of global marketing materials, presentations, sales literature and financial plans.
- Collaboration with a large cross section of functions including sales, operations, engineering, marketing and manufacturing to develop and provide product definitions responsive to customer needs and market opportunities.
- Preparation of global product development objectives and schedules for all phases of new products including launch strategy.

Additional Information Weatherford UK

Between the years 1988-2009 various positions have been held within Weatherford including:

- o Global Inventory Manager, Cementation Products
- o Region Product Line Manager - Europe, West Africa & CIS
- o UK Product Line Manager – Cementation Products
- o Sales & Service Executive
- o Offshore Operations Supervisor
- o Offshore Services Crew Chief
- o Senior Service Engineer/Base Supervisor
- o Offshore Service Technician
- o Workshop Service Engineer
- Full details available on request

EDUCATION

1999

RTITB Certificate of Completion with Credit Motor Vehicle Technology

Fraserburgh Technical College, Fraserburgh

Part of 4 year apprenticeship training in Motor Vehicle Maintenance.

Awarded Apprentice of the Year 1997

1999

Aberdeen Advanced Motor Vehicle Technologies

Aberdeen Technical College, Aberdeen

Advanced Motor Vehicle Studies including Electrical, Mechanical and Hydraulic Diagnostics

1975

Scottish Qualifications Certificate Secondary School Studies

Peterhead Academy, Peterhead

'O' Level qualifications

- English, History & Geography - Grade A
- Mathematics, Physics & Metalwork - Grade B