

Resume of Qualifications

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Objective

To procure a professional position where I can utilize my extensive experience in mechanical engineering, applications engineering and/or marketing.

Employment History

12/14/01 - 10/2013; **Mountain Eagle Marketing** - Owner

Professional Services Provided:

- Web Development and Design to latest W3C standards for multiple technical and industrial clients.
- Long term webmaster functions for clients.
- Webmaster for Congressional Candidate, Texas District 18, 2008, GOP contender running against Sheila Jackson Lee. Website was inducted into the Library of Congress.
- Marketing and technical consulting services for multiple clients including BJ Services.
- Press Release Writing and digital release through PRWeb
- Content Writing and Management as required
- Engineering consulting for Basys Technologies on Custom Laser Machining Center Design.
- Industrial Photography for clients as required.

4/2000 - 12/14/2001; **OSCA Inc.** - Technical Marketing Specialist

This position was quite demanding in that it required filling multiple roles directly engaged with the entire corporate staff. I enjoyed the constant demand of various roles including; e-Business Manager, Internal Business Process Consultant, Marketing Intelligence Officer, Editor-in-Chief, Information Scientist, Webmaster and Web Developer. Note; OSCA was an Exchange Listed Drilling Fluids Company before being taken over by BJ Services. I continued in a consulting role for BJ Services after being laid off to help ease website migration in the transition.

Accomplishments:

- Conducted complete Item Master evaluation and created an e-business compatible version, exceeding early industry standards.
- Conducted extensive interviews with corporate members and mid-managers to evaluate the entire "Quote to Cash" system. Charted the flow using Visio "Brain Map" software depicting numerous issues and recommendations to improve DSO (Day Sales Outstanding). Several business practices were modified as a result.
- Researched and developed a plan to automate the quoting, invoicing and payment systems using Internet collaborative software, back office integration, and electronic funds transfer.
- Conducted marketing intelligence research including international acquisition candidates. Produced monthly "Marketing Intelligence Report" via e-mail to Corporate, Marketing and Sales worldwide. Primary contact with foreign embassies.
- Introduced "OSCA Digital Times" intra-company news quarterly and continued publishing issues in the role of "Editor-in-Chief".
- Redesigned the entire OSCA Website and added a news ticker, an Investor Relations Page, Technical Bulletins and much more. As Webmaster I was responsible for all Internet content, design and maintenance.

4/97- 2/2000; **Baker Hughes, Baker Oil Tools Division** (Marketing/Engineering)

Baker Oil Tools is structured where that the Marketing Department has full charge and final responsibility for all products and services from design concept through end of life cycle.

8/98 - 2/2000; Product Line Strategist

Responsibilities and Authorities:

- Analyzed market trends and potentials and prepared sales forecasts for use in planning revenue impact, manufacturing operations and for controlling inventories.
- Coordinated the development of ideas into new products and obtained data on market opportunities.
- Maintained contact with important customers, following up marketing efforts and kept informed of customer needs.
- Managed market development, sales promotion, distribution and pricing policies.
- Developed marketing programs to insure product profitability.
- Conducted Market Intelligence to be apprised of competition and market opportunities
- Directed the establishment of engineering priorities and followed the projects/products through to final disposition including decisions concerning product plan changes and final approval.
- Insured quality procedures were in place so products leaving final assembly were field ready.
- Coordinated orientation and training of sales and service personnel.

10/97 - 8/98; Senior Applications Engineer

My primary assignment was Product Champion for the "EDGE Interventionless Remotely Activated Completion System". The system became Shell's standard for highly deviated Gulf of Mexico completions.

4/97 - 10/97; Applications Engineer

5/96 - 4/97; **Self Employed** - Website design, consulting, promotion, marketing

12/91- 4/96; **Wellhead Inc.** - Engineering Manager

Accomplishments:

- Re-engineered and redesigned existing downhole product line (packers and expansion joints)
- Restructured the Engineering Department, including; Engineering Practices and Procedures to protect intellectual property, and engineering records to meet regulatory agency compliance (ISO and API).
- Designed and patented new down-hole tool (Ring Seal Packer), which developed into a highly profitable product line yielding 350% gross profit. Responsibilities included; concept feasibility study, theoretical math modeling, design modeling, initial design and testing, manufacturing liaison, field testing, patent and legal interface, design of 70 product models, customer sales support, well profile consulting, and co-authorship and presenting author of a technical paper for the Society of Petroleum Engineers.
- Other functions included product failure analysis, successful rebuttal of 4 patent infringement claims, liaison between Engineering and all other departments, facilities planning, customer interface and support, technical presentations and interdepartmental quality auditing.

6/91 - 12/91; **Self Employed** - Personal Computer Consultant

11/80 - 6/91; **Gearhart Industries, MWD Research and Development,**
(Measurement While Drilling)

(7/87 - 6/91); Mechanical Engineer

Accomplishments

- Project completion as the only M.E. assigned to an advanced nuclear tool (Neutron Porosity) including electronics packaging, 3 curie AmBe (Americium-Beryllium) source design, handling and transporting equipment.
- A notable breakthrough I made for the company was the use of gadolinium instead of cadmium for use in shielding neutron scintillators.

- Design, production and calibration of sensor packages (tri-axial magnetometers and accelerometers)
- I participated in the design, construction and operation of a remote magnetically free calibration facility for MWD sensors including calibration equipment and procedures.
- I designed and managed production of MWD surface housing (vans and skids).
- My product design experience included multiple electronics packaging design projects for surface equipment and downhole tools.

(11/84 - 7/87); Prototype Design Supervisor
Supervised Electronic Technicians, Mechanical Technicians, and Rig-hands, (MWD Lab and Full Sized Test Rig with duplex and triplex pumps)

(11/81 - 1/84); Mechanical Engineering Technician
(5/81 - 11/81); Senior Mechanical Technician
(11/80 - 5/81); Mechanical Technician

1974 - 11/80; **Texas Instruments**

(1978 - 11/80); Mechanical Technician
(1974 - 1978); General Machinist, Tool Room Machinist & QC Inspector

Education

05/90; **BSME, (Bachelor of Science in Mechanical Engineering)** Kennedy Western University.

12/76; **Associate of Applied Arts and Sciences (Machining Technology)** Mountain View College

1984; Inducted into Phi Theta Kappa National Honor Fraternity

Continuing Education Courses include: Work Simplification, Geometric Dimensioning and Tolerancing, Radiation Safety, Intrinsic Safety Design, Supervisory Development, Design Stress Analysis, New Product Development (University of Wisconsin), Total Quality Management (Cal-State Bakersfield), Management Training, Packer Seminar (BOT).

Professional Memberships

SPE - Society of Petroleum Engineers (renewable)

ASQC - American Society for Quality Control (renewable)

Patents

United States Patent Number 5,303,774 (Co-Patentee) "Ring Seal Packer"

Publications

1. "Improving Production in Steamed Wells with a Ring Seal Packer", Society of Petroleum Engineers - paper #29632. (Presenting Author)
2. "A Proven Deepwater Remote Actuation System" Offshore Drilling Technology Conference (Europe, Nov. 97). (Presenting Author)