

# Mark 'Jordan' DesHotels

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Highly adaptive operational leader with 10-years of value driven performance & achievement in logistics management & rapid growth sales, in both government and private organizations. Prior financial responsibility of \$38M. Top-Secret Clearance.

## EXPERIENCE

- 2018-2019      **Petro Waste Environmental**      Central & West Texas
- ***Sales Business Development Manager***
    - Hired specifically to utilize oil well drilling experience, maintain current client relationships and identify new client areas for all facets of oil and gas operators from the field level to the C-Suite for a private equity funded oil & gas service start up.
    - Grew overall business in the Delaware Basin from \$560K to \$5.9M in revenue per month; set the initial contracts for the opening of the Eagle Ford facility; obtained \$62M in annual revenue upon acquisition.
    - Developed and executed 47 master service agreements and 18 long-term contracts with operators, environmental & logistics companies, including the top 3 oil & gas industry leaders.
    - Interviewed, hired, and managed 2 salespeople in order to improve invoice system process management, resulting in 98% of invoices being paid on time.
- 2014-2016      **Schlumberger**      Houston / Gulf of Mexico
- ***Drilling Fluids Engineer***
    - Created the various combinations of fluids used during the different stages of the drilling process; assisted excavating technicians in the overall safety of the drilling process while supervising 4-8 floor hands; worked directly with the operating representative on Chevron, LLOG, and Talos Energy projects.
    - Managed the drilling fluids on 3 deep sea drilling rigs, directed a combined team of floor hands and solids control personnel to manage return on cuttings & discharges to maximize drilling efficiency at 21k+ feet.
- 2010-2019      **United States Army**      Middle East / South Korea / Fort Polk
- ***Operations Manager***      **2018-Present**
    - Provide ready, trained, and equipped Civil Affairs & Psychological Operations Soldiers; responsible for the performance, welfare, and safety of 33 Soldiers, entrusted with the accountability and maintenance of over \$7M of assigned equipment.
    - Developed new training management program including the implementation of 12 major training events for 386 Soldiers, resulting in program adoption across a 10,000 person organization.
    - Rated as the top performer of 19 mid-grade managers by a Director-level commander of 1,400 people.
  - ***Chief of Staff***      **2016-2017**
    - Served as the primary aide for a Major General, accompanying his strategic decision making process to provide 22% of total Army logistical support.
    - Key link between the General & leaders from local, state, national, military & international government organizations, to include defense industry partners; served as protocol expert and relationship manager.
    - Organized 81 leadership engagement trips with subordinate commanders comprised of over 36,000 Soldiers, 764 civilians and 405 units across 35 states.
  - ***Operations Manager***      **2014-2016**
    - Selected over 11 peers within the organization for performance, leadership, and training results to manage the operations for a 192-member Field Artillery Battalion.
    - Planned and administered training to include 8 live fire exercises with zero safety infractions and full certification; planned and implemented the unit's transition to 9 new field artillery guns.
  - ***Project Manager and Team Leader***      **2010-2013**
    - Controlled and directed the accomplishment of a yearlong mission in support of Operation Enduring Freedom.
    - Rated in the top three of 16 Platoon Leaders while deployed to the Middle East and selected by the Director to serve in 2 positions simultaneously.
    - Successfully led a 42-person maintenance logistics section responsible for the readiness of over \$28M worth of equipment; utilized confidential software systems for international parts ordering.
    - Implemented a mass audit of excess parts, tools and equipment producing \$1.4M in savings.

## EDUCATION

- 2020-2021      **University of Southern California**
- MBA Candidate, Class of 2021, MBV Cohort VIII
- 2007-2010      **Loyola University of New Orleans**
- B.S., Political Science (International Relations), Minor in History