

# JON A. HARPER

*EXPERIENCED, ACCOMPLISHED OIL AND GAS INDUSTRY PROFESSIONAL*

## EXECUTIVE SUMMARY

A driven and accomplished **Oil and Gas Industry Professional and Leader**, with a wealth of experience working for leading, high-profile companies.

## SUMMARY OF QUALIFICATIONS

- More than eighteen years of O&G experience, holding positions of increasing scope and responsibility.
- Strong background in many areas including management, operations, profit and loss, team building and leading, business development, marketing, new program and process implementation, performance management, succession planning, policy and procedural development, talent acquisition, and customer relations.
- Hard-working and driven, while highly-experienced in all aspects of operational management, and is proven in managing profitable and productive operations which meet the highest expectations.
- Experienced in developing new programs and processes which meet with consistent success, and see organizations to their maximum potential in competitive industry environments.

## PROFESSIONAL EXPERIENCE

ELY & ASSOCIATES CORP., Houston, Texas

*Chief Operating Officer (2017-Present)*

Directly responsible for managing company operations, profit and loss, managing business development representatives, overseeing field staff, new program and process deployment, administering human resources policy changes and best practices, key staff recruitment, implementing pay scale adjustments, working with Legal Counsel on confidential business matters, and handling a wide variety of special projects.

*Executive Vice President of Operations (2016-2017)*

Responsible for daily operational management, profit and loss, staff training and supervision, staff performance evaluation, new program and process development and implementation, and other leadership functions.

*Vice President of Business Development (2015-2016)*

Responsible for managing business development operations, marketing strategy development, managing key client accounts, preparing marketing brochures and materials, sales forecasting, and client relations.

APEX RESOURCES, Houston, Texas

*Vice President of Sales (2014-2015)*

Responsible for managing sales operations, establishing sales goals, leading sales team, marketing and promotional work, sales forecasting, conducting team meetings, conducting market intelligence, creating and directing value presentations to potential clients, strategizing pricing points and cost infrastructures (for optimized rate of return on products), staff performance evaluation, and customer relations.

OSCOMP HOLDINGS, Houston, Texas

*Vice President of Sales (2014)*

Responsible for managing day to day sales activities, business plan development, marketing strategy development, sales-lead generation, managing key client accounts, and customer relations. Oversaw the sales, marketing, and implementation of CNG fueling for the oil and gas industry. Pioneering technology that

FRAC TECH SERVICES, LTD, Houston, Texas

*Region Sales Manager (2011-2013)*

Responsible for managing day to day regional sales operations, training and supervising sales personnel, establishing sales goals, managing key client accounts, sales forecasting, and other sales management functions.

*Additional Experience:*

- *Senior Account Manager, Frac Tech Services, Houston, Texas (2007-2011)*
- *Technical Sales and Account Manager, Weatherford Fracturing Technologies, Houston, Texas (2006-2007)*
- *Technical Sales Representative, Santrol, Houston, Texas (2002-2006)*
- *Field Engineer, Halliburton Energy Services, Alice, Texas (2001-2002)*

**EDUCATION**

TEXAS A&M UNIVERSITY, College Station, Texas  
Bachelor of Science in Economics.

**PROFESSIONAL CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT**

- ISO 9002: 1994 Internal Auditor Certification
- Scotwork (n): Advanced Negotiations Training

**TECHNICAL PROFICIENCY**

- Opti-Cem Cement Slurry Design and Diagnostics, Frac-Pro-Hydraulic Fracturing Design, Stim-Ril Advanced Log Analysis, SAP, and other systems and platforms.

**PROFESSIONAL ORGANIZATIONS AND PUBLICATIONS**

- Society of Petroleum Engineers
- Co-Author SPE Paper 194365-MS "Nine Plus Years of Production Show Value of Proper Design in Oil Window of Barnett Shale"
- Co-Author SPE Paper 194370-MS "Counter Prop, Finally Adding the Correct Proppant in the Proper Size and Proper Sequence in Slick Water Treatments"
- World Oil Publication September 2019 – "Hydraulic Fracturing – A View from 50,000 Feet"

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