

ROGER W. DUGAS
Sr. Project Manager

Responsibilities include providing a wide variety of petroleum engineering, underground storage engineering and mining engineering consulting services to oil and gas companies, gas transmission companies, natural gas and liquids storage companies, banks, trusts and institutional investors.

Education

Nicholls State University (USA) 2002 - Bachelor of Science in Petroleum Engineering
Nicholls State University (USA) 2000 - Associate of Science in Safety Technology

Previous Positions

Parsons Brinckerhoff Energy Storage Services Houston, Texas, USA [2012 to 2015]

Senior Marketing Manager/Business Segments Lead marketing support services to acquire new business. Develop the marketing team. Set goals and objectives for the marketing team, and oversee and measure marketing team work flow to best meet department and company objectives. Lead the creation and implementation of the marketing plan, including strategy, budget, communications and proposals/presentations - in support of the company strategic plan/direction. Direct gap identification between client perception of the PB ESS brand and that which is desired. Communicate the plan with and gain buy-in/commitment from the Leadership Team. Implement and/or delegate implementation of plan components; monitor and measure progress and return. Participate in strategy development. Coordinate with various proposal team members to obtain required information. Proofread and edit proposals. Provide quality reviews of proposals prepared by self and others.

Halliburton Energy Services (Cementing) Houston, Texas, USA [1991 to 2012]

Sales Manager / Senior Sales Manager / Director of Cementing [2009 to 2012]
Directed, developed and aligned the resources of the sales organization to implement the Gulf of Mexico business plan. I recruited and deployed technical sales resources for the area. I developed account plans with Managers and Engineers. I communicated with Business Development Team regarding pricing, technology, new business relations, and customer and competitor activity. I was responsible for strategic planning and execution, knowledge of contracting, negotiating and the ability to examine tenders, market conditions and operational requirements. I was responsible for measurable assets such as department budgets, equipment, and sales team. Knowledge of lab design criteria, material selection and placement of cementing systems and fluids. I prided myself in my ability to build strong relationships with drilling and completion engineers, as well as client Subject Matter Experts. I stayed current with the latest technical developments in the areas of cements and fluids. Responsible for over \$100MM in revenue annually.

Account Representative / Senior Account Representative [2005 to 2009]

Utilized subject matter expertise and established client relationships to sell company products and services to achieve maximum profitability and market penetration/share. Matched the company's technical, commercial and operational capabilities to customer needs through developing a clear understanding of customer's business, technical issues, drivers, effective

delivery of technical sales presentations and personal working relationships. Called on assigned and non-assigned accounts to effectively promote and sell the Company's products and services. Played an active role in the business planning process. Provided guidance to less experienced staff. Job role directly created value via personal relationships. Revenue scope typically ranged between \$30 - 100MM.

Lead Technical Professional (Land, Inland Water, Shelf, and Deepwater) [2004 to 2005]
Lafayette, La. - Provided cementing job design, well support, and post job analysis to customers. Developed and maintained personal relationship with the technical customer base in designated area. Developed technical competence in one product line and a general understanding of other product lines. Performed assignments requiring knowledge and application of basic engineering principles. Worked independently and provided work direction to others at wellsite. Functioned as a communications link between customer and the engineering staff. Consulted with product lines regarding equipment needs and specifications.

Associate Technical Professional [2002 to 2004]
Houston and Lafayette, La - Provided technical and operational expertise to external customer in a professional manner. Performed assignments requiring knowledge and application of basic engineering principles. Assisted in the delivery of cementing services. Assisted in pre-planning, job execution, and post job analysis.

Senior Field Materials Coordinator [2000 to 2002]
Port Fourchon, La - Control of assigned categories of construction materials. Coordination of material requirements, acquisition, and need dates with engineering, project management, procurement, and crafts to maximize material availability and minimize surplus. Assisted in the maintenance or the project material control systems.

Field Materials Coordinator [1999 to 2000]
Port Fourchon, La - Tracking activity related to assigned categories of construction materials. Recording material requirements, acquisition, and issues in the maintenance or the project material control systems. Also assisted in the coordination of material availability and surplus minimization with crafts and project controls. Worked with team members in the cement department's bulk plant.

Service Supervisor [1993 to 1999]
Beaumont, Tx - Lake Charles, La - Coordinating cementing service line work at the well site and providing quality customer service. Included sales, job design, execution, and service lines. Coordinated and directed the activities of service operators, and coordinate the clean-up, repair and preparation of equipment for the next job.

Service Operator [1991 to 1993]
Beaumont, Tx - Lake Charles, La – (Wireline) Assisted during the rigging up and down of cementing service equipment. Learned pipe capacities and volume /height math, plug landing pressures and absolute volume. Learned to complete documents, reports and forms related to the cementing service performed.

Professional Societies

Solution Mining Research Institute
