

# Nathan Jones

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## INDUSTRIAL TECHNOLOGY PROFESSIONAL

*Dedicated and versatile professional with over 15 years of experience in industrial automation and instrumentation including product development, support, field installation and service, field operations management, as well as development and training. Seeking to leverage a broad technical and operational background to provide value in a career where current experience is not just utilized but built upon for professional growth.*

### SKILLS

Operations Management	Industrial Automation	IIoT Field Implementation
Forecast & Budget	Production Optimization	Instrumentation & Controls
Sales Support	Rod Lift Automation	Communications and SCADA
Business Development	Technical Training and Support	Field Service and Repair

### EXPERIENCE SUMMARY

#### Lifting Solutions Inc. (US)

March 2023 - Present

##### **Applications Specialist – Endless Rod**

- Design Endless Rod sucker rod solutions for clients challenging applications globally.
- Generate and provide training on sucker rod design including best practices and optimization.
- Build and maintain price books, quotes, proposals and supporting documentation for Endless Rod solutions
- Work with internal software team to enhance proprietary business operations software for U.S. deployment and adoption
- Work with internal teams to guide digitization of all existing operation paper processes for optimization and traceability

#### AOF Industries, LLC (Texas Area)

March 2022 – March 2023

##### **South Texas Automation Manager**

- Expanded AOFI's capability offering and service area identifying and hiring experienced technicians and providing training and support for new services and products.
- Worked with owner and other leadership to re-launch AOFI creating and updating all company documentation, branding and logos, marketing materials, templates, and processes.
- Utilized existing professional relationships to grow customer base more than doubling existing clientele.
- Provided field installation, service, and support of instrumentation, control systems, and various automation solutions.

#### Automation Solutions, LP. AUTOSOL (Houston, Tx)

November 2020 - March 2022

##### **Product Line Manager – Edge Solutions**

- Assist customers with implementation of Edge ACM solution into new and existing field deployments.
- Provide onsite customer support for IIoT deployments and implementations on hardware and software.
- Identify and develop product enhancements and future functionality as well as improve user experience.
- Provide product demonstrations, technical training, and first level customer support for IIoT/Edge solution.
- Represent eACM & AUTOSOL at various trade shows and technical forums.

#### FreeWave (Boulder, CO)

July 2019 – November 2020

##### **Key Account Manager Oil & Gas – North America**

- Work with distributors to identify and develop solutions to complement FreeWave hardware offerings.
- Work with engineering to provide input from end users on product development and direction.

- Worked with internal teams to develop and organize trainings for FreeWave's IIoT and communication products for customers, then present those trainings regionally as needed.
- Worked with sales leadership to better position FreeWave products for oil and gas adaptation and sustainment.

**WEATHERFORD (Houston, TX)****MARCH 2019 – July 2019*****US Operations Manager – Production Automation and Software***

- Lead 6 regional automation managers, handling 40 field technicians, electricians, and professionals.
- Partnered with Software & Sales to create and launch WFT IIOT Industry 4.0 ForeSite Edge to U.S. market.
- Increase operating FOP, partnering with regional teams to apply innovative strategies for increasing productivity.
- Leverage existing infrastructure and expertise to increase revenue using new, data-driven sales and service.
- Implement equipment standardization including forecast & strategic stocking to reduce inventory overhead.
- Training of new hire employees on installation, operation, and troubleshooting of automation equipment
- Provided onsite customer training, installation, and service on all Weatherford automation products.

**BRIGHT AUTOMATION (Houston, TX)****JULY 2018 – MARCH 2019*****Director of Technology & Business Development***

- Worked with sales, engineering, and executive management in development of new marketing strategies.
- Worked with clients to develop & implement equipment forecasting strategy ensuring product availability.
- Increased competitiveness of new/emerging products through partnerships.
- Developed and implemented online training program including curriculum and certification requirements.
- Provided onsite installation, training, and service on wireless products, VSDs, and POC equipment.

**WEATHERFORD (Various Locations)****October 2010 – July 2018*****Western US Operations Manager – Automation and Optimization******Longmont, CO, January 2017 – July 2018***

- Increased FOP by 20% within 1 year, reversing downward FOP trend applying logical business practices.
- Reduced on-hand inventory value by 30% by standardizing inventory practices and introducing strategic plan.
- Increased profitability by 20% within 6 months by reducing spend and implementing field maintenance programs.

***Global Production Line Champion – Automation and Optimization******Kingwood, TX, June 2014 – January 2017***

- Worked with engineering to layout product line direction and priorities using defined metrics for progress.
- Provided global product training, support, and onsite service for automation products and solutions.
- Designed alternative cost-effective Rod Pump Controller platform for lower producing wells and applications.
- Completed field installations, service, optimization, training, and support for all automation and optimization products including variable speed drives, POCs, RTUs, PLCs, communications equipment, and instrumentation.
- Developed WFT Production Automation competency program, curriculum, certifications, and requirements.

***South Texas Automation Operations Manager******San Antonio, TX, July 2011 – June 2014***

- Lead team of 9 automation professionals and electricians with focus on growth and development.
- Worked with sales, supply chain, and techs to exceed revenue goals by more than 20% year after year.
- Only team with no lost time incidents due to safety violations for three years.
- Achieved 85% of company's worldwide revenue for Weatherford RTU based automation in 2013.

***Global Product Line Specialist – Production Automation******Kingwood, TX, October 2010 – July 2011***

- Gained expertise on all Weatherford Artificial Lift Automation products and offerings.
- Worked to develop new hire training and development program for WFT production automation products.

**HARDWARE AND SOFTWARE**

**Software:** Microsoft Office, MS Teams, Visio, Linux, Cygnet, LOWIS, XSPOC, ACM, eACM, ABB PCCU, ROCLINK, AutoConfig, Pactware, FW Toolsuite, Emerson RCT,

**Hardware:** Various VSDs, Pump Off Controllers, ABB Totalflow RTUs, ROC RTUs, WFT RTUs, Various Tank Gauges, Various Radios and Modems, Various IIoT & Edge Devices, PLCs, Red Lion HMIs, Motor Control Panels, Various Flow Meters, Transmitters (Pressure, Flow, Open/Close, Temp), Multimeters