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Dynamic and entrepreneurial principal geophysicist with 20 years of experience in seismic processing, imaging, interpretation, and software sales. Proven track record in driving revenue growth, managing business development teams, and delivering cutting-edge geoscience solutions. Adept at building strong client relationships and managing sales cycles.

PROFESSIONAL EXPERIENCE

PRINCIPAL SOLUTION CONSULTANT

01/04/2018 - Present

AspenTech, Woking, UK

- Delivered comprehensive training programs in seismic processing and depth imaging techniques for marine and land datasets.
- Engaged in consultancy assignments at client offices, specializing in seismic processing and imaging.
- Ensured the delivery of high-standard results to customers, consistently meeting their expectations and requirements.
- Managed proof of concept for customers, leading the evaluation and implementation of time processing and depth imaging solutions using Echos, GeoDepth, and EarthStudy360.
- Developed innovative Python applications for seismic attenuation, first-break picking, and wavelet utilities, addressing both internal needs and customer demands.
- Promoted cutting-edge technologies through impactful webinars and conferences, including EAGE and SPE. An example can be found [here](#).

- Pioneered innovative collaboration methods within the Processing and Imaging community, fostering a culture of efficient knowledge sharing and teamwork, resulting in enhanced productivity and exceptional project outcomes.
- Consistently surpassed sales targets by leveraging exceptional pre-sales skills, deeply understanding client needs, and delivering compelling solutions, establishing a proven track record of success.
- Spearheaded strategic pre-sales initiatives to expand the market presence of processing and imaging technology throughout Europe, resulting in substantial increases in market penetration, customer acquisition, and revenue growth.

FOUNDER & DIRECTOR

01/06/2015 - 31/03/2018

GaiaSeis, London, UK

- Orchestrated the development and implementation of advanced seismic processing and interpretation techniques, including noise attenuation, multiple attenuation, spectral enhancement, seismic absorption, attribute generation, seismic color blending, and geobodies detection, resulting in improved data quality and interpretation accuracy.
- Personally designed and maintained the company website, establishing an engaging and user-friendly online presence that effectively showcased GaiaSeis' expertise and services to clients.
- Strategically led promotional efforts targeting clients in the Middle-East, Africa, and India, successfully expanding the company's market reach and establishing strong business partnerships.
- Delivered persuasive presentations to clients, adeptly communicating and showcasing the outstanding results achieved through GaiaSeis' innovative seismic processing and interpretation methods, effectively winning new business opportunities.

BUSINESS DEVELOPMENT MANAGER

01/01/2014 - 30/06/2015

GeoTeric, London, UK

- Identified and generated leads, proactively seeking out potential clients and opportunities for business growth.
- Prepared, delivered, and negotiated client proposals, effectively presenting the value proposition and addressing client needs.
- Trained sales staff on the utilization of Salesforce, empowering them with the necessary skills to effectively manage customer relationships and drive sales.
- Developed market share in the North-Africa, Middle-East, and India regions, strategically expanding the company's presence and customer base.
- Coached and mentored junior members of the sales team, providing guidance and support to enhance their sales performance and professional growth.

SALES MANAGER

01/04/2012 - 31/12/2013

CGG, Crawley, UK

- Spearheaded the design and development of innovative Multi-Client 2D and Multi-Client 3D Surveys in Africa, showcasing technical prowess and delivering cutting-edge survey solutions.
- Cultivated strong relationships with government officials, particularly in French-speaking African countries, adeptly navigating regulatory requirements for flawless project execution.
- Crafted and executed a comprehensive marketing plan for the Multi-Client business across the entire region, strategically positioning the company for unprecedented growth and market dominance.
- Proactively engaged with client management, ensuring exceptional client relations and forging strategic partnerships, while gathering valuable insights to drive future business opportunities.

SALES SUPERVISOR

01/01/2011 - 31/03/2012

PGS, Weybridge, UK

- Formulated and executed a comprehensive marketing plan for the Multi-Client business, strategically driving business growth and maximizing market penetration across the entire region.
- Proactively engaged with client management, fostering exceptional client relations and establishing strategic partnerships to secure valuable insights for sustained long-term business growth.
- Played a pivotal role in creating impactful marketing, advertising, and promotional material, representing the company in dynamic presentations at conferences, exhibitions, trade shows, and other promotional events.
- Ensured strict adherence of data licensing contracts to industry standards and best practices, safeguarding the company's intellectual property and ensuring optimal contractual agreements.

SENIOR GEOPHYSICIST

01/07/2006 - 31/12/2010

PGS, Weybridge, UK

- Initiated, developed, and tested various CubeManager modules using MATLAB, including marine and land noise attenuation, multiple attenuation, dataset regularization, and wavelet processing.
- Took responsibility for writing technical documentation to guide Data Processing users in effectively utilizing the software.
- Provided training in Nucleus+ and Norsar, leading modeling software, while also managing teams and engaging in negotiation activities.
- Oversaw a master student's project on "Comparison of the estimation of absorption when using conventional and dual-sensor streamers," providing supervision and guidance throughout the research.
- Delivered presentations of results to both external and internal clients, effectively communicating findings and insights.
- Presented a research paper at EAGE (European Association of Geoscientists and Engineers), showcasing innovative contributions and insights.

EDUCATION

POSTDOCTORAL RESEARCHER

16/02/2003 – 17/02/2005

WesternGeco, Gatwick, UK

Research topic: Analysis of the vector fidelity of multi-component acquisition systems and impact on the seismic processing

- Conducted a comprehensive literature review on various ocean bottom seismic acquisition systems and methodologies for analyzing these datasets.
- Implemented a frequency-dependent methodology to compare vector fidelity across different ocean bottom acquisition technologies.
- Initiated and managed a seismic data library, ensuring proper organization and accessibility of valuable seismic data resources.
- Participated in international meetings, actively engaging with industry experts and stakeholders, and published research results to contribute to the advancement of the field.

PHD STUDENT, WITH HONORS AND CONGRATULATIONS

01/09/1998 - 07/11/2002

IPGP, Paris, France

Research topic: Analysis and interpretation of vertical and wide-angle seismic reflexion datasets in the Aegean crust

- Participated in the acquisition of multiple marine surveys in the Caribbean and Marmara Sea, as well as land surveys in Tibet and Greece.
- Conducted processing and interpretation of seismic data from two surveys in the Cycladic and North Aegean Trough, employing advanced techniques to extract valuable insights.
- Received training in various seismic processing software, including Geovector and Seismic Unix, enhancing proficiency in data analysis and processing.
- Engaged in team teaching activities, providing valuable guidance and knowledge sharing to master students in the field of seismic exploration and interpretation.
- Underwent training at Geomar (Germany) to utilize Pre-Stack Depth Migration software, applying it to analyze a seismic line in the North Aegean Trough.

- Acted as a supervisor for a bachelor student's project on "Seismic reflection in the Cyclades," offering mentorship and guidance throughout the research.

MASTER OF GEOPHYSICS (DEA), WITH HONORS

01/09/1997 - 30/06/1998

IPGP, Paris, France

BACHELOR OF PHYSICS, WITH HONORS

01/09/1995 - 30/06/1996

University Caen, Caen, France

BACCALAUREAT C, WITH HONORS

01/09/1992 - 30/06/1993

Deauville, France

SKILLS

General skills: Geophysics, Market analysis, Staff training, Client/Vendor relation, Sales, Process improvements, Project management, Public speaking, Teamwork, Creative, Problem solving

Systems and languages : Windows 10/11, Microsoft Office, Unix, Linux, Matlab, Python, C, R, SQL, Fortran, C-shell, HTML, CSS, jQuery, PHP 5, Bootstrap

Software:

Processing :Echos, GeoDepth, EarthStudy360, CubeManager, Omega, Géovecteur, Seismic Unix

Visualisation : GeoTeric, holoSeis, Tornado, 2Dviewer, GMT, ArcMap

Synthetic :Nucleus+, Norsar

Sales: Petroview, Petrotrek, Salesforce, Saleslogix