

Alan Vigner

Business Development & Geophysics Professional

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Profile

Business Development and Geophysics professional with 20+ years' experience across seismic processing, imaging, and commercial expansion in Europe, Middle East, India, and Africa. Proven ability to win new business, build strategic client relationships (including governments and NOCs), and drive growth in both multi-client and proprietary seismic markets. Combines strong technical foundation with commercial acumen to position cutting-edge geophysical solutions, expand regional footprint, and deliver revenue growth. Bilingual (French/English).

Core Strengths

- **Business Development & Sales:** Market entry strategies, client engagement, government relations, contract negotiation.
- **Regional Expertise:** Extensive Europe focus, Africa, Middle East, and India.
- **Client Solutions:** Pre-sales, solution design, technical workshops, tender management.
- **Leadership:** Mentoring pre-sales teams, coaching junior staff, cross-cultural collaboration.
- **Technical Edge:** Seismic imaging, velocity modelling, Python automation – enabling consultative selling.

Professional Experience

Principal Solution Consultant

AspenTech, UK | 2018 – Present

- Supported global pre-sales and client-facing consultancy, influencing multi-million-dollar software sales.
- Delivered technical workshops and proof-of-concepts that converted prospects into long-term clients.
- Represented AspenTech at conferences (EAGE, SPE) to promote solutions and generate leads.
- Built strong client relationships across Africa, Middle East & Europe, advising on seismic processing and imaging workflows.

Founder & Director

GaiaSeis, UK | 2015 – 2018

- Founded seismic consultancy with a commercial focus on Africa, Middle East, and India.
- Led BD strategy, expanding reach through targeted marketing, technical presentations, and direct client engagement.
- Won contracts by demonstrating value of advanced seismic processing (noise attenuation, multiple suppression, geobody detection).

Business Development Manager

GeoTeric, UK | 2014 – 2015

- Grew market share in North Africa, Middle East & India, positioning GeoTeric's interpretation software.
- Built C-level relationships with key clients; tailored proposals and negotiated contracts.
- Trained sales team on Salesforce, strengthening pipeline management.
- Delivered persuasive presentations and solution demos, directly leading to new software adoptions.

Sales Manager – Africa

CGG, UK | 2012 – 2013

- Designed and marketed innovative multi-client 2D/3D seismic surveys in Africa.
- Negotiated directly with governments and regulators, especially in French-speaking Africa, to secure survey approvals.
- Developed and executed the Africa-wide marketing plan for multi-client business, expanding revenue and client base.

Sales Supervisor - Africa

PGS, UK | 2011 – 2012

- Managed multi-client sales campaigns, delivering growth in Africa.
- Forged new strategic partnerships and represented PGS at industry conferences.
- Produced impactful marketing material and successfully negotiated licensing agreements.

Senior Geophysicist

PGS, UK | 2006 – 2010

- Transitioned from technical role into commercial interface, frequently presenting to clients and regulators.
- Gained valuable experience in technical credibility to support BD engagements.

Education

- Postdoctoral Researcher – WesternGeco, UK
- PhD in Geophysics (with Honours) – IPGP, Paris, France
- MSc & BSc in Physics/Geophysics – IPGP & Université de Caen

Languages

- French: Native
- English: Fluent

Additional Information

Experienced public speaker and conference presenter.

Interests: Astronomy (website: showmethesky.com), history.