

ROLF ACKERMANN, PHD

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<http://careerwebfolio.com/rolfackermann/>

RESEARCH AND DEVELOPMENT EXECUTIVE

Product Development • R&D Integration • Financial Management

Research and Development Executive with experience leading a dynamic, diverse group of R&D professionals including software developers to develop expert commercial software products and lead R&D initiatives within technical and scientific industries. Expertise in implementing code management / defect tracking tools, delivering projects on time / on budget, and introducing software development best practices. Successful at creating insightful product strategies and forging strong stakeholder relationships. Earned a doctorate in geological sciences.

CORE COMPETENCIES

- R&D Leadership
- Project Management
- Strategic / Tactical Planning
- Technical & Scientific R&D
- Technology Integration
- Science & Engineering
- Sales & Marketing
- Geology
- Product Solutions

PROFESSIONAL EXPERIENCE

ROCK SOLID IMAGES (RSI) | Houston, TX

2011- 2016

Vice President of Research and Development

A specialist in geophysical consulting services for reservoir quality prediction generating annual revenues of \$10 million. Developed R&D strategies and initiatives managing ten technical professionals focused on R&D in rock physics, controlled source electromagnetics (CSEM), seismic inversion, and high-performance computing.

–Research & Development Leadership–

- \$11.5 million sponsorship secured for a software development project with a major international oil company by collaborating with the chief technical officer and executing project by guiding staff through the modified Kanban agile method.
- \$1 million in sales generated by directing a migration of a legacy product to an updated, desirable, and reliable viable commercial product with expanded capabilities requested by existing customers.
- Achieved a success by steering down a complex development path to bring a product from concept to market and working with developers on guided user interface (GUI), data flow, and program output.
- 50% more efficient code development, defect fixing and reduced turnaround time realized by introducing software source code control, defect-tracking tools and establishing a quality assurance program.

–Sales & Marketing–

- Contributed to solving long cycle times and increasing accuracy of computer modeling results by collaborating with technical consulting group, also helping boost additional sales.
- 56% decrease in annual software maintenance costs recorded by renegotiating to a per-user model.
- 45 to 50-point improvement in accuracy rates to 85% to 90% attained by creating a method using rock fracture log data from existing wells and seismic attributes such as coherence, relative acoustic impedance, and multivariate statistics to predict fracturing in future wells.

BP (through Brookwoods Group) | Houston, TX

2010 - 2011

Technology Marketing Manager

A provider of energy exploration and production (E&P) with 74,600 employees worldwide and revenues of \$183 million. Marketed upstream E&P technology internally and externally by serving as the technical liaison between R&D and marketing / communications.

- Improved shareholder / investor awareness by producing 50 one-page technical summaries showcased at the Offshore Technology Conference (OTC) and two heavily attended internal technology events.

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Professional experience continued...

LANDMARK GRAPHICS (A Halliburton Company) | Houston, TX
Product Manager

2006 - 2009

A provider of exploration, production, and data management software at Halliburton. Managed the PowerHub and DecisionSpace software infrastructure product life cycle supporting company strategy.

- \$6.5 million funded software development project data component managed by working with project and product managers on requirements to expand the OpenWorks Oracle geodata model to satisfy customer needs.
- Served customers better and leveraged product capabilities by migrating an unsuccessful standalone product to infrastructure status connecting to all of Halliburton's databases, easing installation.

BEICIP, INC. | Houston, TX
Manager (Reservoir Modeling Line)

2003 - 2004

The North American subsidiary of Beicip Franlab, the software and services arm of the French Institute of Petroleum (IFP). Met the technical needs of current and prospective customers and provided information for product development.

- \$1 million increase in sales and \$200,000 in new maintenance earned by developing expert software strategies by using knowledge gained from user visits.
- \$200,000 in additional sales produced by directing software sales, assisting users to achieve results with a minimum of effort and disruption, and meeting technical needs and corporate goals despite an environment of technical tool-kit consolidation.
- 96% customer and \$1 million in maintenance retained by driving a turnaround campaign to refocus on customer / user support to avert customer defection including contacting every user in the US and Canada.

MOBIL TECHNOLOGY COMPANY (EXXONMOBIL UPSTREAM RESEARCH COMPANY) | Houston, TX

Senior Researcher

1997 - 2003

The research and development division of Mobil Oil, a major integrated oil exploration and production company. Conducted statistical characterization of geologic systems and fracture / fault network modeling in advance of dynamic simulation.

- 2% cycle time decrease in static reservoir modeling to dynamic simulation by optimizing workflows.

EDUCATION & PROFESSIONAL DEVELOPMENT

PhD in Geological Sciences

Rutgers University

Master of Science in Geological Sciences

Rutgers University

Bachelor of Science in Geology

Dickinson College

Increasing Software Innovation by Construx

Scrum Software Method by Rally Software

Practical Product Management with Requirements by Pragmatic Marketing