

ERIC VOSBURGH

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SENIOR BUSINESS DEVELOPMENT EXECUTIVE

Business Planning • Revenue Growth • Continuous Process Improvement • Strategic Partnerships

Results-oriented Senior Business Development Executive with proven track record of leading and executing projects resulting in over \$50 billion in value generation. Background includes extensive leadership experience at all levels, from front line to executive. Demonstrated success developing and implementing optimized solutions and technologies. Committed to developing, coaching, and motivating high-performing interdisciplinary teams. Ethical and self-driven leader with exceptional collaboration, people management, and written and verbal communication skills.

CORE COMPETENCIES

Strategic Leadership & Tactical Execution | Global Cross-Functional Partnerships | Organizational Development
Change Management | Financial Accountability & Budgeting | Project Management
Business Intelligence & Growth Opportunities | Compliance, Quality Assurance, & EHS | Operations Excellence

PROFESSIONAL EXPERIENCE

Riley's Performance, LLC | Houston, TX **2023 – Present**

Service-Disabled Veteran-Owned Small Business (SDVOSB) performance shop that provides servicers for all types of motorized vehicles.

Senior Vice President of Business Development

Design and implement business development plans to grow business into larger, more profitable entity. Projected to increase revenues ten-fold through continued public and fleet service contract and addition of government contracts.

- **Instrumental in company's registration as SDVOSB** to open business to opportunities and benefits, including priority for VA contracts, federal agency set-asides, state tax benefits, and access to federal/state surplus property.
- **Achieved organization's certification to bid on contracts with federal government** through registration and approval with U.S. General Services Administration.

Apache Corporation | Houston/San Antonio/Midland, TX **2011 – 2023**

Global exploration and production company with over 2,500 employees operating in four countries.

Vice President of Exploration Portfolio & Business Strategy | 2023 (Houston, TX)

Led team in implementation of global portfolio of all exploration opportunities to provide business strategy in executing exploration programs worldwide. Accountable for technical assurance. Supervised total of eight direct reports.

- **Created robust technical assurance process for all exploration and development projects worldwide (\$1 billion capital budget)** ultimately used as template for other company disciplines.
- **Developed fully characterized global exploration portfolio with \$400 million exploration budget** through implementation of state-of-the-art exploration portfolio management techniques and software.

Vice President of Global Geoscience & Exploration Portfolio | 2019 – 2023 (Houston, TX)

Directed global geoscience (geology, geophysics, petrophysics, operations geology, and data technicians) and ensured proper staff deployment in relation to competencies and numbers. Managed team responsible for overseeing technical assurance organization wide. Led efforts to design and implement global exploration portfolio.

- **Created an exploration portfolio for Egypt asset of more than 500 drilling opportunities and capital expenditure of over \$1 billion** expected to yield Profitability Index (P/I) of 1.7 or better.
- **Planned annual General and Administrative (G&A) budget for staff headcount between 125 and 150 with overall spend ranging \$50 to \$80 million** in alignment with established guidelines and various employee needs.
- **Redesigned and implemented new subsurface organization** to effectively share workflows and data reallocate staff as required, and drive staff collaboration.
- **Produced quantitative individual staff assessments, employee development plans, and succession plans** through development of robust technical competency matrices.

Vice President of Exploration | 2017 – 2019 (San Antonio, TX)

Oversaw all facets of global exploration efforts for corporation, including opportunity screening and technical assurance. Facilitated construction and implementation of stage gate process and exploration portfolio.

- **\$30 million in cost savings** earned by streamlining global geoscience team from 245 to 145 personnel.
- **Directed initial four-well exploration program for Suriname Offshore Block 58 area** comprised of 1.4 million acres and seven individual exploration play types.
- **6.5 billion barrels of oil resource and more than 900 feet of net hydrocarbon-bearing reservoir** discovered through successful four-well exploration drilling program in Offshore Block 58 of Suriname.
- **Led team's assessment of more than 20 global exploration opportunities** and captured Block SP2 in Offshore Dominican Republic for nominal investment through three exploration license phases (\$12 million in expenditures).

Vice President of North American Exploration | 2015 – 2017

Directed interdisciplinary exploration team to identify liquids rich petroleum accumulations in North America.

- **Executed North American exploration program with budget of more than \$500 million**, resulting in discoveries in six basins and total discover volume of over 4 billion barrels of oil and 100 trillion cubic feet of gas.
- **Implemented exploration budgeting process** with project screening budget of \$5 to \$10 million each year.
- **Proved 3 million barrels and 75 trillion cubic feet of gas in place** by leading drilling of exploration and appraisal wells in environmentally sensitive area with capital budget of more than \$500 million.
- **Identified and assessed opportunities for organic growth within North America** through management of functional multidisciplinary exploration team that assessed all basins of U.S. Lower 48.
- **Led assessment of resource play potential in North America**, including 18 hydrocarbon basins in U.S. Lower 48.

Manager of Petrophysics | 2011 – 2015 (Midland, TX)

Supervised 10 petrophysicists in Permian region. Developed several unique methodologies now used industrywide.

- **\$50 million in savings realized within one year** through implementation of tool that reduced time to select test points from eight hours to 30 minutes per well while yielding more robust statistical sampling of available data.
- **\$1.25 million increase in net present value of 10 horizontal wells** drilled in mature waterflood achieved by improving drilling and completion practices to increase value of wells.

Maersk Oil | Houston, TX**2009 – 2011**

Organization offering petroleum exploration, development, and production services.

Lead Petrophysicist

Served on business development team tasked with assessing and capturing deep water oil and gas assets globally.

- **Served as member of team that successfully captured 25% of Jack deep water Gulf of Mexico project** worth \$12.5 billion at time of acquisition.

ConocoPhillips | Houston, TX/Aberdeen, Scotland**2006 – 2009**

American multinational corporation engaged in hydrocarbon exploration and production.

Senior Staff Petrophysicist

- **\$15 billion gross and \$3.6 billion net profit** achieved by expanding project's recoverable oil volume.

-PREVIOUS EXPERIENCE-**Schlumberger | Natchez, MS/Liberty, TX**

World's largest offshore drilling company and world's largest offshore drilling contractor by revenue.

District Engineer

- **Managed radiation, explosive, and site safety** for Schlumberger's Natchez, Liberty, and Dallas-Fort Worth offices.

EDUCATION & PROFESSIONAL DEVELOPMENT**Master of Science in Geology**

Northern Illinois University

Bachelor of Science in Geology – Northern Illinois University

Texas Professional Geologist