

DAVID LARIMORE, MBA



BUSINESS DEVELOPMENT & OPERATIONS LEADER

Products & Services Portfolio Management | Strategy Execution
Account Management | Consulting

Energize People and Harness technology to deliver business objectives.
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Value Proposition Accomplished business development leader directing products and service portfolio development & commercialization, operational execution, innovative business solutions, and P&L management for a global Fortune 500 company in energy. A self-starter and influencer leading multiple business functions and organizational change for growth. Executing business objectives through energizing high performing teams and aligning stakeholders with a customer centric focus on results. A strategic frontrunner and effective communicator experienced in developing and executing startup operations, turnaround, and M&A initiatives. A life-long learner and leader of people who likes to solve business challenges and increase profitability.

Experience

Halliburton 1993 – 2020 – Multiple Divisions and Functional Capacities

- Drilling & Evaluation Division – Global Operations Manager
- Drilling & Evaluation Division – Sr. Global Strategic Business Manager
- Wireline Division – Senior Product/Service Manager
- Completions Division – Marketing and Business Development Manager

Management & Leadership Success in Competitive, Turbulent Times

- Achieved over 10% annual **product and service line growth** for \$600 million business unit including adjacent **acquisition**.
- Orchestrated \$2.8 million **turnaround** in one year.
- Constructed and pursued **product and service business unit strategies** leading to \$100 million in new business.
- **Inspired and led customer focused global team** attaining 95% on-time new technology development

Target Organizations

Company Profile:

- Up to \$2B sales, aggressive growth, collaborative team environment.
- Energy, Industrials, Consulting Services, Asset Management, M&A.

Solving Business Challenges:

- Lack of strategy & execution focus
- Low profit or stagnant growth
- Ineffective business acquisition, sales, and marketing
- Innovative product development gaps
- Operational inefficiencies

Roles: Executive Leadership in Operations, Business Development, and Consulting

Education & Awards

MBA, University of Texas in Dallas - 2004

BS, Petroleum Engineering, Texas A&M

Hold 9 US Patents

2019-2020 Board of Director & President International industry association.

TARGET COMPANIES

Energy	Industrial / Construction	Management Consultancy	Services/Misc.
Schlumberger	Fluor	Ernst Young	Interstate Batteries
BakerHughes	Hydradyne	Deloitte	Rockwell Automation
Weatherford	Wood	NTT Data Services	AWS
Probe	Crawford & Co.	RGP	MicroSoft
TetraTech Technology	CoreLogic	PJT Partners	
Mesa Natural Gas Solutions	Lhoist	ABB	
CECO Environmental	RealPage, Inc.		
EOG Resources, Inc.	Reynolds Advanced Material		
P.O.& G. Resources	BPS Technology		
HESS	KOCH Industries		
Pioneer Natural Resources	Titus Industrial		
Magnolia Oil & Gas	Wartsila		
Oncor Electric			
Atmos Energy			
Danbury Resources			
Merit Energy			
EnLink Midstream			
Magnum Hunter Resources			
Oceaneering			
TechnipFMC			
Parker Drilling			
Sunnova Energy Co.			
GE Renewable Energy			
Tesla			
NGL Energy Partners			
NOV Company			
NextEra Energy			
TriGlobal			
Transglobal			
Altus			
Ensign Energy Services			