

Dale Boudreaux

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PROFESSIONAL SUMMARY

Reliable, energetic and resourceful Account Manager with over 10 years of experience driving strategic accounts in the oil and gas, and pulp and paper industries. Proven ability to increase operations efficiency and reliability, capitalize on existing systems and processes and maximize customer profits. Proven track record of return on investment projects with multi-million dollar returns to increasing workforce competency. Expertise in project management, advanced process controls (APC), troubleshooting, instrumentation and building teams.

CAREER HIGHLIGHTS

- Account Manager with an operating Annual Operating Plan of \$19MM in refining and Pulp and Paper Industries. Maintaining and maximizing targets every year 3 years continuous. Selling DCS solutions turn key, Service and parts, Operator Simulator Systems, Workforce Competency resolutions and APC return on investment projects.
- APC implementation on crude unit and light ends recovery unit. Using AspenTech DMCplus controllers project included design, step testing, collection, model building, commissioning and operational functionality training. Income improvements over \$1.5MM per month benefits.
- Developed and implemented 5 year automation plan for several Tier II refineries including yield accounting instrumentation accuracy increasing reliability in mass balance calculations, capital expenditure, day to day automation projects and process control and instrumentation for turnarounds.
- Responsible for the growth and execution of over \$250MM of automation projects ranging from small DCS projects to turnkey unit re-vamp projects including construction and start-up.
- As a Project manager structured and negotiated numerous automation contracts. Familiar with FEL (Gating) business justification process and how to bundle Return On Investments to maximize capital dollars.
- Completed the automation of a 5 year \$320MM grass roots turnkey project as a Lead Engineer. Executed project from engineering, construction, commissioning, start-up and operation of facility.
- Executed a multi-international project as a data integrity engineer managing data from 5 countries into a single data base. Included cyber security measures, managing management of change simultaneously keeping the master data base with the latest revisions.

Optimization | Advanced Process Controls | Instrumentation | SIS Process | DCS Performance | Project Manager | Turnkey Projects | Process Control Supervisor | Income Improvements | FEL | Cross Sectional Team Builder | Business Growth | ROI | Automation | Troubleshooting | Area Business Team | Scope of Work | Account Manager | Customer Relationships | Sales Force Driven Sales | Account Planning | Strategic Sales |

WORK EXPERIENCE

Honeywell International – *Charlotte, NC*

April 2023 – Present

Sr. Account Manager

Account Manager responsible for over 20 accounts managing all sales for pulp and paper, oil refineries, gas plants and chemical facilities with an annual operating plan of \$19MM.

- Maintaining and maximizing annual targets 100% every year 3 years consecutive.
- Responsible for Oklahoma, North and East Texas, Arkansas and Louisiana territories for Pulp and Paper including oil refineries and gas plants.
- Managing customer automation budgets with strategic planning and timing.
- Working with customers on 5-year strap plans staying in front of budget cycles.
- Developed long term relationships with customers.
- Negotiated and closed annual service contracts, terms and conditions, master service agreements and proposals.
- Maintaining end to end client relationships.
- Identify new business opportunities aligning solutions with client's needs.
- Collaborate with internal sales, marketing, and technical teams.
- Sales forecasting and reporting with Salesforce.

DelekUS Holdings, Inc – *El Dorado, AR*

October 2016 – November 2020

Process Controls Supervisor

Responsible for managing DCS asset performance, utilization, to maximize operational efficiencies and optimize processes.

- Developed and implemented SIS Engineering Practices and lifecycle across four refineries.
- Executed unit by unit automation optimization increasing Operation efficiency and reliability.
- Built cross sectional teams to maximize workflow and decrease instrumentation engineering re-work over 90%.
- Maintained cyber security, architecture, upgrades, configuration, historian, integration and performance monitoring for Delta V system, PLC's and SIS systems and processes.
- Worked with Operational Area Business Teams on day to day process control solutions increasing on line reliability of refinery from 95% to over 98%.
- Responsible for alarm management reducing operator alarms from thousands a shift to less than 3 per hour per shift.

Project Manager Mid-Continent Region

Responsible for executing projects and assisting with increased profit and revenue growth.

- Worked with regional team to grow automation business from \$6MM to over \$30MM per year in revenue.
- Responsible for cash flow, invoicing, revenue and collection of monies for all projects executed in the Mid-Continent region. Resulting in highest margin in Honeywell eight years running.
- Developed system to negotiate and deliver lumpsum projects safely, effectively on time and on budget.
- Project Manager responsible for executing Mid-Continent projects including safety, scheduling, construction, commissioning, start-up. Executed over \$250MM of projects safely including design build projects.
- Worked with client's budgets and processes through the (MOC) management of change process.
- Instituted a training program with engineers worldwide to effectively execute projects reducing costs and increase profit margins creating a win win environment for Tulsa project team.

EDUCATION

B. S. Electrical Engineering (*with Computer Option*) LOUISIANA STATE UNIVERSITY, Baton Rouge, LA

MILITARY EXPERIENCE

Six year of progressive experience in U. S. Navy – Member of the U. S. Submarine Fleet which includes numerous technical training schools with military leadership training.

TECHNICAL TRAINING

- * Aspen Tech Introduction to Multivariable Predictive Control w/ DMCplus
- * Aspen Tech DMCplus Online Tools
- * Aspen Tech Aspen Watch for DMCplus Performance Improvement
- * Aspen InfoPlus.21 Foundation
- * Advanced Multivariable DMCplus Control by Control Consulting
- * Honeywell TDC 3000 Course 3300 HPM Automation College
- * TAYLOR MOD 300 SYSTEMS School
- * TAYLOR MOD 300 ADVANCED SYSTEMS School
- * Paperless Plant Handling System Training and Upgrade Training
- * ABB MacPac Training Cost Control Tool
- * ABB Advant University
- * ABB Advance Team Selling Part 1 Training
- * ABB Advance Team Selling Part 2 Training
- * Formal training in the following computer languages and systems: Assembler, C language, PASCAL, UNIX, CLIPPER, DBASE III PLUS, MS/DOS, VM, MICROSOFT SUITES

FACILITY TRAINING & PARTICIPATION

- * Leadership & Supervisory Training
- * Health Environmental & Safety Audit Training
- * Incident Command Training
- * EMPAC Work Order System Training
- * Chairman of the Health Environmental & Safety Employee Committee
- * Internal Audit Team Member
- * Member of Sunoco's Best Practices for DCS/APC Committees
- * PAMIT – Active member of the Process Automation Manufacturing Information Technology committees