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| **Monka Barizaa Dune *[MNIMech.Engr, MASQ, FPMCI]***  *QHSE Manager, QA/QC Manager, Machine-Shop & Quality Coordinator, Machine Shop Supervisor, Production Engr* |

**Contact Address (Home: Nigeria):** No. 6 Honey Estate, Off No. 20 Shedrach Avenue, Elelenwo, Port Harcourt, Rivers State. **KSA**: 3618 2nd Street, Al Thuqbah34623 Khobar 8879, Saudi Arabia, **Mobile Numbers:** +966(0)582330210, +234(0)7030668915 ***E-mail:*** [dunemonka29@gmail.com](mailto:dunemonka29@gmail.com); mdune7873@gmail.com

**Gender:** **Male**

**Date & Place of Birth:**  **March 19, 1979 @ Kpor**

**Marital Status**: **Married**

**Nationality:** **Nigerian**

**Skype ID**:  **monkad30**

**Driver’s License (Nigeria, KSA & Int’l): YES**

**Nigerian Identification Number: 62423504495**

**Passport: A10181628**

**Hobbies: Swimming, Football, Table Tennis & Reading**

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| **Career Objective** |
| To identify gaps within system and proffer innovative ideas to closing the gaps and strengthening system, proficient in manufacturing and Drilling and Completions oil and gas Quality Assurance Compliance. |

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| **Career Summary** |
| To integrate knowledge, ideas and skills to solve engineering problems across oil & gas sector, and production functions; Judgment and speed in application of engineering tools and techniques; and a desire to maintain their competitive advantage through advanced training and superior technological understanding. |

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| **Professional Achievements**: | ❖ Complete installation of the threading line, commissioning the various machine centers/Processes and sharing in training of the personnel to man the unit in (SCOMI) OilTools Africa Limited, Onne-Port Harcourt, Thompson & Grace Investments Nigeria Limited (TGIL), REMM Oil Services Nigeria Limited, SASIB Molds, Dies & Spares Mfg. Co. Limited, Dammam, Saudi Arabia, and Dynamic Oil Tools, Dammam, KSA.  ❖ Currently super heading quality departmental operations and on-going operation with singular accountability, Monka has attained documented success in ensuring that business operations are maximized, and manufacturing processes are streamlined, and run profitably, reliably and cost effectively [from technical, resource and stakeholder engagement standpoint]. He is improving long term strategic and short-term tactical approaches to boost company’s objectives.  ❖ Through loyal and long-term service to two key organizations, Monka has established a track record of solid career success as a trusted business leader, working on behalf of Management as a true asset and influencer of well-structured and bottom-line driven business growth |

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| **Educational Profile** | | | |
| **Course(s)** | **Board / University** | **Qualifications Obtained** | **Year Completed** |
| Master of Business Administration in Supply Chain, Transport & Logistics | Rexford Business University, Winchester, Delaware, USA. | In-view | 2021 – 2022 |
| Alison Online Diploma in Quality Management | Alison Online | Diploma in Quality Management with 94% Passed | May, 2021 |
| Alison Online Diploma in Manufacturing & Product Design | Alison Online | Diploma in Manufacturing & Product Design with 92% | June, 2014 |
| Mechanical Engineering, ***Under-Graduate Research Work on “***Design of Double Squeeze Dewatering Gari Processor”. | Rivers State University of Science & Technology, Port Harcourt, Nigeria | Bachelor of Technology in Mechanical Engineering with 3.31/5.00 CGPA | 2001 - 2007 |
| National Diploma in Welding Engineering | Petroleum Training Institute, Effurun – Warri, Delta State | National Diploma in Welding Engineering (Upper Credit) | 1997 – 1999 |
| West African Senior School Examination Certificate (WASSCE) | ST. Pius Xth College, Bodo – Gokana L.G.A, Rivers State | West African Senior School Examination Certificate (WASSCE) | 1991 – 1996  2002 |
| First School Leaving Certificate | Community Primary School Kpor | First School Leaving Certificate | 1985 - 1990 |

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| **Professional Training, Qualification and Certifications** | | | | |
| **S/No** | **Course Description** | **Trainer** | **Award** | **Date** |
| **1** | API Spec Q1 Quality Systems – Practitioner  API U Lead Auditor Trainings | **ICO INTERNATIONAL GROUP PL – SINGAPORE** | **Certificates** | **June, 2021** |
| **2** | ISO 14001:2015 Environmental Management Systems (EMS) | Alison online | **Certificate** | May, 2021 |
| **3** | ISO 45001:2018 Principles of Occupational Health and Safety Management Systems | Alison online | **Certificate** | May, 2021 |
| 4 | **Metal Cutting Technology** E-learning in the following areas:  -The fundamentals of metal cutting  -All the important aspects of the main application areas  -Choose the right cutting tool for the application  -The basis of production economics  -Improvement of Productivity and profitability in workshops  -Definitions of terms and the cutting data formulas  -Optimizing cutting data and tool life  -Recognize different types of tool wear and their remedies  -Solve problems in the metal cutting process  -Feel job satisfaction from better knowledge. | **SANDVIK** Coromnt Academy | Diploma | April, 2021 |
| 5 | NEBOSH International General Certificate in Occupational Health and Safety. | **Learner Partner** 335 – HSEQ Professionals | Certificate  In-view | August, 2021 |
| 6 | IOSH Managing Safely | HSEQ Professionals | Certificate #-**756006** | Jan. 2021 |
| 7 | ISO/IEC 17025 Laboratory Management System Awareness and Implementation | HSEQ Professionals | Certificate | Jan. 2021 |
| 8 | Mastering Strategic Management | Crescita International Consultants | Certificate | Jan. 2021 |
| 9 | Train the Trainer | Crescita International Consultants | Certificate | Dec. 2020 |
| 10 | Certified Manager of Quality/Organizational Excellence Certification | American Society for Quality (ASQ) | **ASQ ID-65890493** CMQ/OE Certificate  (In-view) | Oct. 2020 to Dec. 2020 |
| 11 | ISO 9001:2015 CQI-IRCA QMS Lead Auditor | HSEQ Professionals | Certificate: CQI and IRCA ULN:**260234** | Aug. 2020 to Sept. 2020 |
| 12 | ISO 41001:2018 Certified Facility Management System Awareness & Implementation | HSEQ Professionals | ISO 41001:2018 Certificate | Jul. 2020 |
| 13 | ISO 19011 Fundamentals of Auditing | Crescita International Consultants | ISO 19011 Certificate | Oct. 2020 |
| 14 | Certified Lean Six Sigma Master Black Belt  [CLSSYB, CLSSGB, CLSSBB & CLSSMBB] | ANEXAS EUROPE | [CLSSYB, CLSSGB, CLSSBB & CLSSMBB] | May 2020 to Sept. 2020 |
| 15 | American Society for Non-Destructive Testing  [ASNT] Level-II | Global Inspection Services Dammam, KSA | Renewal Level-II in MT, UT, RT, PT & VT Certificate | April 2020 |
| 16 | Effective Quality Management for Manager’s Training | Thompson & Grace Investments Limited, PHC, Nigeria | Certificate | Dec. 2014 |
| 17 | Programming, Operations, Tools Setting & Management of Sinumerik 840.D Control | WLF MillTurn Technologies, Linz, Austria | Certificate | Aug. to Nov. 2014 |
| 18 | TopSolid CAD/CAM V6.15 | ComData Technologies, Vienna, Austria | Certificate | May 2014 |
| 19 | Programming Training for Control Sinumerik 840.D MillTurn | WLF MillTurn Technologies, Linz, Austria | Certificate | April 2014 |
| 20 | ISO 9001:2008 QMS Internal Auditors’ Course | BSA, PHC, Nigeria | Certificate | Mar. 2014 |
| 21 | Corrective Action & Rootcause Analysis, CARA | BSA, PHC, Nigeria | Certificate | Mar. 2014 |
| 22 | Mazatrol Programming Course | ME Machines, Aberdeen, UK | Certificate | 2010 |
| 23 | Safety Fire Warden Certificate Course | RockTop safety Integral Services, PHC, Nigeria | Certificate | 2009 |
| 24 | Industrial Safety/First Aid Certificate Course | Nigerian Red Cross Society | Certificate | 2009 |
| 25 | Safety Basic Fire Fighting Certificate Course | RockTop safety Integral Services, PHC, Nigeria | Certificate | 2009 |

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| **Work Experience** |
| *Company:* **DYNAMIC OIL TOOLS CO. LTD., Third Industrial City-3, Sector –II Block 07, Dammam, KSA (Sept 2020 – May 2021)**  *Position:* **QHSE Manager & Management Representative [9 – Months Contract]**  **Responsibilities;**   * **QHSE Manager [Security & Emergency Tasks]** * Promote the mission, vision, and values of the organization * Coordinate Medivac activities in the organization during the emergency high risk cases with the Medical Air Service * **Lead** emergency medical evacuation (Medevac) services for patients who have tested positive for COVID-19 * Comply with federal, state, and local legal and professional requirements by studying existing and new legislation; anticipating future legislation; enforcing adherence to requirements; advising management on needed actions * Assigning specific duties for effective evaluation, care, transportation and follow-up procedures of emergency situations. * Provide electronic and print copies of this plan within the room designated as the emergency operations center (EOC) * Ensure emergency care is practiced in accordance with professional values and moral principles by maintaining confidentiality as appropriate. * Analyzing security issues, assessing expected trends and prioritizing activities. * Coordinating and integrating work between DOT and different ministries. * Establishing opportunities to influence development, management teams and projects ensuring that HSS issues are a primary consideration. * Supervising and assisting with the development and maintenance of country and program/project risk assessments. * Establishing opportunities to influence development, management teams and projects ensuring that HSS issues are a primary consideration. * Providing timely, accurate and helpful advice during all stages of program and project development and operational delivery – establishing themselves as to different deliveries and for HSS support. * Providing accurate clear guidance to staff concerning their roles and responsibilities ensuring there is unambiguous information available to them across the spectrum of risk e.g. travel safety and health, personal safety, well-being, fire and accommodation safety and security, lone working.   **QHSE Manager [Operations main Tasks]**   * Ensure effective management of all activities in the company related to the Quality & health and safety development, implementation, maintenance of, and compliance with the company's policies, procedures, and standards governing the safety and quality of all material and personnel assets of the company. * Qualification of welding procedure and welder performance record as per requirements of all external parties as well as reference to international standards with regards to QMS procedures. * Planning, organizing and directing the quality team to carry out quality control activities in compliance with customer, API and other applicable standard requirements. * Co-ordinate with sales and operations in resolving and quality related issues in respective departments.  Engaged with clients regarding productions and quality technical issues.Executes the specific inspections on materials, equipment and construction/installation activities on site.Issues the relevant Quality Records and, when necessary, writes and sends to QC Supervisor non-conformances reports.Control’s equipment installation, alignment and levelling, performs functional checks and mechanical completion checks (Pressure and atmospheric vessel), trays inspection (dimensional check, water tightness test).Checks of levelness, position, orientation, anchor bolts, conduits, etc. of tanks foundation.Storage tank internal inspection, performs punch-listing operations, verify special processes and the relevant workers’ qualifications.Witness the tests, controls and inspections, guarantee inspection status control for parts of the plant within his area of responsibility, authorizing their acceptance at quality control completion, obtain the relevant documentation and ensure the correct implementation of the approved Inspection Test Plan according to Client’s requirements.  * Quality control programs in areas related to inspection, testing and calibration are planned and organized. * Lead any quality or safety incidents investigations, monitor action plans Maintain ZERO quality deviation, investigate any NCR, place smart corrective / preventive actions and ensure this has been implemented in the desired date. * Review and verify all quality checks during DOT manufacturing process, develop critical to quality matrix, develop supplier scorecard to evaluate supplier’s performance. * Builds effective relationships with clients, subcontractors, and partners to support the Company's core safety values, Promote the application of HSE Legislation, and all other relevant industry instruments and guidelines. * Implements health, safety and environmental policies, procedures and guidelines for the employee and department safety. * Creates incident reports and performs inspections to ensure conformity in all areas of HSE. * Interacts with services personnel, clients, subcontractors, and regulatory agencies to research and interpret standards, codes and regulations. * Determines requisite for and organizes audits of company operated properties. * Vendor follow-ups, checks and approvals of vendor drawings/documents and witnessing of factory acceptance test (FAT). * Assists in development and implementation of systems and standards to facilitate the capturing and analysis of HSE statistics. * Perform general supervision, solves complex problems requiring detailed knowledge of field and industry best practices. * Evaluate new equipment and enable employees training on proper repair and operational techniques. * Function as technical resources to maintenance groups to direct and recommend problems solutions. * Prepare equipment RFQ packages and technical bid evaluations and make vendor suggestions. * Review vendor design documents and coordinate with vendors during equipment design and fabrication process. * Specify and review drawings and data for large pumps and rotating equipment for offshore applications. * Conduct technical leadership role to supervise, coordinate and direct others. * Prepare equipment technical specifications and data sheets. * **Management Representative** * Assigned the overall responsibility to plan, implement and maintain the Quality Management System through a documented quality system procedures and work instructions to ensure that products and services conform to all applicable standards and specifications. He is also responsible for the following which are not limited to; * Establishing, implementing, and maintaining the quality System in accordance with the identified standards ISO 9001:2015 and API Q1 Latest Edition * Managing and reporting the outputs on planned internal Quality Audits * The collection of Quality System performance of QMS and improvements needed. * Establishing a program throughout the company for the promotion of internal customer awareness * Communicating with external bodies about Quality Management System. |
| *Company:* **SASIB MOLDS, DIES & SPARE PARTS MFG. CO. LTD., 2ND INDUSTRIAL CITY, DAMMAM – 34334 (APRIL 2019 – September 2020)**  **KINGDOM OF SAUDI ARABIA.**  *Position:* **QA/QC Manager**  **Responsibilities;**   * Plan, implement and maintain the quality system through a documented quality manual, procedures, and work instructions to ensure that products and services conform to all applicable standards and specifications. * Establishing, implementing and maintain the quality system in accordance with the defined standards of API specification (Q1 latest Edition). * Managing and reporting on planned internal Quality Audits. * The collection of data for quality system performance and reporting this to management during annual management review meeting. * Qualification of welding procedure and welder performance record as per requirements of all external parties as well as reference to international standards with regards to QMS procedures. * Planning, organizing and directing the quality team to carry out quality control activities in compliance with customer, API and other applicable standard requirements. * Co-ordinate with sales and operations in resolving and quality related issues in respective departments. * Quality control programs in areas related to inspection, testing and calibration are planned and organized. * Review and approval of quality reports for final release of products. * Train Employees: ensuring that employees working in production are aware of quality requirements, quality assurance provides training in best practices, aiming to achieve and make production employees responsible for managing their own quality standards. * Promoting a culture of quality, managers run awareness and award programs. When companies develop new products, quality assurance work with the product development team to establish quality standards across the company.  Manage Inputs: coordinate suppliers of components and materials which play an important part in a company’s quality process.As part of Quality assurance, worked with suppliers to help formulate quality standards for the goods.Led license audits regards to ISO 9001: 2015 & API Q1, API [5CT, 6A, 7-1, 16A].Led in client’s audit with TECHNIPFMC, CAMERON, WEATHERFORD, SCHLUMBERGER, LOCKHEED MARTINS, SWCC, SABIC, ARAMCO & HALLIBURTON.Engaged with clients regarding productions and quality technical issues.Executes the specific inspections on materials, equipment and construction/installation activities on site.Issues the relevant Quality Records and, when necessary, writes and sends to QC Supervisor non-conformances reports.Control’s equipment installation, alignment and levelling, performs functional checks and mechanical completion checks (Pressure and atmospheric vessel), trays inspection (dimensional check, water tightness test).Checks of levelness, position, orientation, anchor bolts, conduits, etc. of tanks foundation.Performs hydrostatic test of tank and measurement of pad settlement.Storage tank internal inspection, performs punch-listing operations, verify special processes and the relevant workers’ qualifications.Witness the tests, controls and inspections, guarantee inspection status control for parts of the plant within his area of responsibility, authorizing their acceptance at quality control completion, obtain the relevant documentation and ensure the correct implementation of the approved Inspection Test Plan according to Client’s requirements.  * Evaluate new equipment and enable employees training on proper repair and operational techniques. * Function as technical resources to maintenance groups to direct and recommend problems solutions. * Prepare equipment RFQ packages and technical bid evaluations and make vendor suggestions. * Review vendor design documents and coordinate with vendors during equipment design and fabrication process. * Specify and review drawings and data for large pumps and rotating equipment for offshore applications. * Conduct technical leadership role to supervise, coordinate and direct others. * Prepare equipment technical specifications and data sheets. |
| *Company:* **REMM Oil Services Ltd., FOT Terminal Onne, Port Harcourt, Nigeria (March, 2015 – April 4TH, 2019) & (Nov. 16, 2011 – February 14, 2014)**  *Position:* **Machine Shop and Quality Coordinator**  *Responsibilities;* Witness the tests, controls and inspections, guarantee inspection status control for parts of the plant within his area of responsibility, authorizing their acceptance at quality control completion, obtain the relevant documentation and ensure the correct implementation of the approved Inspection Test Plan according to Client’s requirements.Inspections of reciprocating engines and compressors, and auxiliary plant equipment. Troubleshooting and overhaul of Solar gas turbines, centrifugal **gas compressors.**  * Perform heavy mechanical maintenance and replacement of reciprocating and turbine engines and compressors, including prime movers and auxiliary units. * Report to a Crew Leader to ensure consistency in maintenance practices and detailed computer documentation. * Assess the condition of engine and compressor components and perform the required maintenance based on company standards and original manufacturer's specifications. * Identify, report, and assist in correcting safety and environmental concerns. * Plans, directs, and coordinates manufacturing processes in industrial plant: Develops, evaluates, and improves manufacturing methods, utilizing knowledge of product design, materials and parts, fabrication processes, tooling and production equipment capabilities, assembly methods, and quality control standards. * Analyzes and plans work force utilization, space requirements, and workflow, and designs layout of equipment and workspace for maximum efficiency. * Preparation of job cards with detailed drawings and schedule activities to machinists, operators and fabrication gangs to achieve in time. * Train the manpower to operate the critical machines and works, welding of different grades of materials in different positions on different welding methods. * Preparation of work plans and material plans, machine plans, scheduling etc. * Assisting the Operational manager in planning of the required tasks for the staff.     **Operation**  of FANUC & MAZAK 5-axes Computer Numerical Control (CNC) System in the production of the following oil tools;    Connections, such as;   * *HYDRIL CS   TENARIS BLUE* * *NOV GRANT PRIDECO* * *Vetco Connectors* * *TSMS* * *STUB ACMEs & ACMEs* * *BHI – T2s   API ROTARY Connections, Etcetera.* * Inspection * Establishing, implementing and maintain the quality system in accordance with the defined standards of API specification (Q1 latest Edition). * Managing and reporting on planned internal Quality Audits. * The collection of data for quality system performance and reporting this to management during annual management review meeting. * Qualification of welding procedure and welder performance record as per requirements of all external parties as well as reference to international standards with regards to QMS procedures. * Review of the process procedures and QMS system.  Control’s equipment installation, alignment and levelling, performs functional checks and mechanical completion checks (Pressure and atmospheric vessel), trays inspection (dimensional check, water tightness test).Checks of levelness, position, orientation, anchor bolts, conduits, etc. of tanks foundation.Performs hydrostatic test of tank and measurement of pad settlement.Storage tank internal inspection, performs punch-listing operations, verify special processes and the relevant workers’ qualifications. |
| *Company:* **THOMPSON & GRACE INVESTMENTS LIMITED, Port Harcourt, Nigeria (February 14, 2014 – February 28, 2015)**  *Position:* **Machine Shop Supervisor**  *Responsibilities;*   * Perform administrative functions, such as writing technical reports, ordering materials, securing quotations, preparing job status reports, reports to customers, time sheet and expense sheets on a complete timely, and thorough basis. * Check functionality of safety systems – fire alarms, emergency lights, sprinkler system, system boiler, etc. * Look after effluent system (for water-based inks) and empty filter press. * Maintenance of DC motors and drives, steam boilers, cooling systems, compressors, pneumatics and hydraulics. * Carry out PPM on plant and machinery. * Plant & machinery breakdown repairs, both electrical & mechanical. * Electrical installation work and new distribution boards, power supplies and lighting. * Maintain knowledge of the report system to the extent required for timely and accurate input of field information necessary. * Provide leadership and technical direction to skilled labor performing work on customer sites. * Plans, directs, and coordinates manufacturing processes in industrial plant: Develops, evaluates, and improves manufacturing methods, utilizing knowledge of product design, materials and parts, fabrication processes, tooling and production equipment capabilities, assembly methods, and quality control standards. * Analyzes and plans work force utilization, space requirements, and workflow, and designs layout of equipment and workspace for maximum efficiency. * Preparation of job cards with detailed drawings and schedule activities to machinists, operators and fabrication gangs to achieve in time. * Train the manpower to operate the critical machines and works, welding of different grades of materials in different positions on different welding methods. * Preparation of work plans and material plans, machine plans, scheduling etc. * Assisting the Operational manager in planning of the required tasks for the staff. * **Operation** of WFL-MILLTURN TECHNOLOGIES M120 5-axes Multi-tasks with Sinumerik 840.D SIEMENS control and FANUC Computer Numerical Control (CNC) System in the production of the following oil tools; * Milling, drilling, Pocketing, Reaming, Tapping and other machining operations. * Connections, such as; * *STUB ACMEs& ACMEs* * *EUEs, NUEs, BTCs, LTCs, STS, and other API SPEC 5CT connections.* * *Flanges   API ROTARY Connections, Etcetera.* * Inspection     Support the operators in installation procedures.   * Planning of the required tasks for the staff.     Coordinating workshop activities   * Supervised and organized all HSE meetings, both Tool Box meeting and safety meetings. |
| Company:         **(SCOMI) OILTOOLS Africa Limited, TITAN TUBULARS Onne Base, F. L. T., Onne. (Jan. 2005 – August 2011)**      Position:            **Production Engineer, Lead; Production Unit**  ***Responsibility;***   * Co-ordinate the activities of the machine shop operation at the OilTools Africa Limited, Onne Base. * Supervised and organized all HSE meetings, both ToolBox meeting and safety meetings. * **Writing of MAZATROL Programs/Operation** of slant-turn MAZAK Computer Numerical Control (CNC) MAZATROL System in the production of the following oil tools;     Premium Connections, such as;    VAM Top   New VAM   VAM DPR   VAM FJL   VAM ACE   TENARIS BLUE   TENARIS FJL   DAMINE TENARIS   DINO VAM   XT-Ms   VAM EXPRESS   VAM FH EIS   RTS-8 & RTS-6   HT-55 & DS 55   FOX   20” X 0.812 LEOPARD STD, Etcetera.    Rotary Connections, such as;   API Rotary   STUD ACME   ACME   Line Pipes   WECO Pin   Etcetera.    Manufacturing of left hand threading connections; such as 6 5/8” REG Left Hand.    Flanges.   * **Inspection** * **Receiving inspection:**    + Inspect every material received from every customer upon receipt.   + Identified all materials received from a customer with names & dates receipt from the client. * **Work – in – process inspection:**   + *Sawing;*     - Performed routine check.   + *Swaging;*     - Inspection of first piece swaged during all swaging process which is recorded on the work order.   + *Machining & Threading;*     - 100% inspection of the first machined piece and follow – up inspection for the particular order & filled up the inspection report online.   + *Surface Treatment;*     - Visual inspection of finished phosphating, copper-plating & bead blasting jobs.     - 30X magnification checks on phosphate products.     - Carried out rag test on phosphating materials.     - Surface test on bead blasted products     - Tape test on copper plated   + *Make up/assembly process;*     - Visual inspection, dimensional checks, and drift test. |

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| **Skills Summary** | * Leadership quality * Interpersonal Communication * Management and Administrative * Effective written and verbal communication Teamwork and Man/People Management * Planning and Organizing * Result Oriented * Inspection Skills of reciprocating engines and compressors, and auxiliary plant equipment. Troubleshooting and overhaul of Solar gas turbines, centrifugal gas compressors. * Data gathering/analysis and interpretation. * Problem solving and Customer/Client focused * Budgeting, Analytical, Technical * QMS, Incident investigation, Document Control and Procedure/Manual writing * Proficient with Microsoft Office Application, TopSolid, CAM & MAZATROL Software, Crash Guard Software, AutoCAD usage. * Technical abilities of API 5CT, API 7-1, API 6A, API 16A, ASME Codes, BS Codes, ANSI, ASTM, AISI Standards. * Efficient operation and setup of CNC Machining of Premium connections: VAM, NOV Grant Prideco, Tenaris, JFE Bear, Hunting, OilStates, VAGT Superior, TMK, etc. * Flexible and Potential to advance * Hazard’s identification, Hazard Communication, Emotional Intelligence * Good/Convincing presentation and Training delivery * Excellent Knowledge of Regulatory Organizations (Local & International) * How to carry out or pass inspections/Audits, Record Keeping, Accountability, and Negotiation skills. |

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| **Business Development Strategy** | * Develop business with the assigned accounts in the Energy Sector in the Upstream Oil & Gas areas especially the equipment manufacturing. * Contacting potential clients to establish rapport and arrange meetings. * Researching organizations and individuals to find new opportunities. * Extraction Develop the business development team and build a solid sales team. * Create strategic development plans, including active sales pipeline and implementation, to build new profitable business * Track and report progress with implementation of strategic plan, customer budgets, and ongoing forecasts. * Train business development team regarding different phases of the sales cycle and meeting projects’ goals Perform analysis to determine opportunities in the market. * Assess the profitability of existing products and service offerings. * Improve existing business by increasing profitability and customer satisfaction Manage business deals from negotiation to close. * Monitor contracts implementation from contract performance, customer payment terms, to delivery terms. |

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| **Current References** | **Prince Dr. (Hon.) John Bazia, Managing Director,** Quick Quality Services Limited, Port Harcourt, Nigeria  Tel: +2348061695751, [johnbazia@yahoo.com](mailto:johnbazia@yahoo.com) |
| **Dr. Santosh Gupte, Director – Quality & Corp MR**, ICO International Group, Loyang Offshore Supply Base, Block 103 #01-02, 25 Loyang Crescent,  Singapore 508988, Tel: +6596374150, +919850990989 **Email: santosh@icoasiapac.com** |
| **Mr. Ashraf Hattab – General Manager, Dynamic Oil Tools Ltd, Dammam 3rd Industrial City, KSA:**  [**Tel: +966500114569**](mailto:Tel:%20+966500114569)**, Email ashraf.hattab@dynamicoiltools.com** |
| **Barr. Dornu Barida Nwinang,** State Counsel, Legal Drafting Dept, Rivers State Ministry of Justice, Port Harcourt, Nigeria.  TeL: +2348062248822, Email:[dornubarida@hotmail.com](mailto:dornubarida@hotmail.com) |
| **Mr. Clinton Momberg,** Former Operations Manager, REMM Oil Services Limited, Onne FOT Terminal, Port Harcourt, Nigeria +27840362040,  [Clinton.momberg71@gmail.com](mailto:Clinton.momberg71@gmail.com) |
| **Mr. Ekemini Amos,** Executive Director, Technical and Engineering, T&GIC, Port Harcourt, Nigeria. +2348033361660  [eamos@thompsonandgrace.com](mailto:eamos@thompsonandgrace.com) |
| **Mr. P. John Thomas,** Assist. Quality Manager, SASIB Moulds, Dies & Parts MFG. Co. LTD. Dammam, KSA. +966500120769, [thomas@sasib.com.sa](mailto:thomas@sasib.com.sa) |

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| **Professional Affiliations** | 1. **Member**: Nigerian Institution of Mechanical Engineers [M.NIMech.Engrs] 2. **Member**: American Society for Quality [ASQ *ID-65890493*] 3. **Fellow**: Project Management Certification Institute [PMCI/06/2021/F012] |

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| **Declaration** | I hereby declare that the above details are true to my knowledge.  Yours sincerely  **Monka Barizaa Dune** [MNIMech.Engr, MASQ, FPMCI] |