### Duncan H.D. Mackay

# Jl Puri Mutiara II A, No 15, Cilandak Timur

# Jakarta Selatan, Indonesia, 12410

**Cell : +62 8 111 575 111**

**Email : dmackay1964@gmail.com**

**Profile**

I have accumulated 32 years of experience working in the energy industry. My career developed to encompass senior positions in Sales Management (Country and Regional), Business Development (Regional), Health and Safety Management (Country and Global), and Crew Resource Management.

During this time I have worked in various roles both in the field and office in Europe, North America and Asia, including several years of secondment with operators on projects in North America and Europe. These positions and responsibilities enabled me to work and experience cultures in 22 different countries, predominantly in Eastern Hemisphere Operations.

The work that I have found most rewarding during my career is related to building / rebuilding successful teams and coaching / mentoring individuals and teams to contribute effectively to the company’s’ goals. My core skills are:

* Sales Management
* Business Development
* Leadership and Team Building
* Strategic Planning
* Account Development
* Negotiating
* Safety and Compliance Management
* Knowledge Management
* P&L / Financial reporting
* Sales Presentations
* Budgeting and Forecasting

**Professional Achievements**

**ReedHycalog**

Achieving and exceeding financial goals at city and country level, both individually and as country manager. Increasing sales by 400% over 3 years in Indonesia by energizing sales teams and efficiently managing personnel which resulted in an increase in profit growth, contributing to regional success.

**Schlumberger Drilling and Measurement**

* Platinum Award; Development and implementation of Schlumberger Injury Prevention Program
* Gold Award; Development and implementation of QHSE Reporting software package (QUEST)

**Experience**

**08/2013 – Current**

**Coach, Check 6, Indonesia/Malaysia/Thailand/Australia**

Provide training, mentoring and coaching on the fundamentals of operating in a high-risk/high-reliability environment through on-site instruction and team building, with a curriculum that targets the three most important factors that drive Operational Performance and Compliance: Team Behaviors / Crew Resource Management (Culture), Standardized Process and Leadership.

Contracts with Chevron Indonesia/Thailand, Petronas Malaysia/Brunei, ExxonMobil Indonesia. Various contracting drilling companies throughout Australasia.

**06/2009 – 08/2013**

**Management Consultant, Various, Indonesia**

General management, health and safety, tender response, man management and training across Indonesia; Sumatra, Kalimantan (South and East), West Java in various industries including upstream/downstream oil and gas, coal mining and pipeline maintenance.

**06/2008 – 06/2009**

**HSE Manager / Assistant Operations Manager, PT Mutiara Biru Perkasa (A Simmons Group Company), Jakarta / Prabumulih, Indonesia**

Managing the HSE program for the company and liaising with our clients on weekly and monthly basis regarding HSE goals. Rotating to our base in S. Sumatera and scheduling regular wellsite visits to audit site safety. Building a dual language HSE manual and training package and implementing same within the company.

**06/2007 – 05/2008**

**Key Account Manager, FMC Technologies, Jakarta, Indonesia**

Sales Management of client accounts, Coordination of tender submissions, Involvement in client’s daily operations, Coordinating service contracts, Assuring equipment delivered on time and fit for purpose, Business Development of new clients, Business Development of New Technologies

Fracturing Equipment

**12/2005 – 05/2007**

**Regional Technical Sales Manager (Asia), Weatherford International - Drilling with Casing, Jakarta, Indonesia**

Technical Sales Representation for Drilling with Casing Product Line within Asia Pacific, Business Development for Product Line in Asia, Managing Country (Indonesia) and Regional P&L, coordinating field operations and equipment logistics and personnel movements, managing a teams, maintaining company QHSE standards.

**01/2003 – 12/2005**

**Country Manager, ReedHycalog, Jakarta, Indonesia**

Build and manage a team of 26 people, Implement QHSE Training Plan, Manage Fixed Cutter Repair Facility, Manage Profit and Loss Statement, Forecasting Yearly Business Plans, Client Relations, Reviewing and Upholding Contracts, Hiring and Termination of Employees

**08/2001 – 01/2003**

**Global QHSE Manager Schlumberger D & M, Sugarland, Texas, USA**

Review and Communication of Safety Policies, Developed Segment specific Training Packages

Lithium Batteries, Radiation Safety, Breakout Machine Operation, Location Audits (Leader and Participant), Implementation of QHSE Reporting Package - Gold and Platinum award winner

**09 /1999 – 08/2001**

**Business Development Manager, ReedHycalog, Aberdeen, United Kingdom**

Managed a team of 10 people, Operations Support, Technical Evaluations, Client Training

Developed Business in Eastern Europe (Poland, Romania and Bulgaria)

**08/1996 – 09/1999**

**Operations Manager, Hycalog, Melbourne, Australia**

Managed Profit and Loss Statement, Integrated Reed and Hycalog personnel, Client Relations in

Australia, New Zealand, PNG, Written Proposals, managed logistics internally and to clients

**02/1994 – 08/1996**

**Sales Engineer, Hycalog Aberdeen, United Kingdom**

Client liaison and submission of technical proposals to bp, Chevron, Marathon, technical support (Rock Strength Analysis and Offset Performance Analysis), forecasting of sales, logistics control

**05/1992 – 02/1994**

**Field Engineer (Real Time Vibration Analysis Bit and BHA), Baker Hughes INTEQ, Europe**

Joint project with Total and Elf to study the vibration in the drillstring and bit using a surface mounted tool which had 3 axis sensors; define the node frequency and calculate the source to provide real time recommendations to clients at the wellsite.UK North Sea, Norway, Philippines, Netherlands

**05/1988-05/1992**

**Secondment to Amoco, Junior Drilling Engineer, 1) Research Facility, Tulsa, Oklahoma 2) Dome Tower, Calgary, Alberta**

Real Time Remote Well Monitoring of wells in Norway and the Arctic Circle (1988-1990) including DIMS entry and maintenance, preparation of reports, liaison with client rig personnel, rig visits. Latterly; Drill Bit Testing and Vibration and Performance Analysis at the Catoosa research rig site, including carrying out logistical and scheduling requirements on behalf of the lead engineer.

**07/1985 – 05/1988**

**Team Leader, Exploration Logging, Norway (Various Locations)**

Formation Analysis, Real Time Data Collection, Client Reporting and Communication, man management; area of operations - UK North Sea, Norway

**Personal Details**

**Date and place of birth** 6th August, 1964; Inverness, United Kingdom

**Nationality** British

**Marital Status** Married (Indah Saraswati Mackay - Indonesia)

**Passport** GBR 504 582 095

**Drivers License** UK Valid and Indonesian SIM

**Education**

1981-1985, Bachelor of Science (Hons), Applied Geology, University of Strathclyde, Glasgow, UK

**Professional Development Training**

1985 - Current, Internal company and third party training courses covering skills such as:

* Sales
* P&L/Financial planning
* Budgeting
* Knowledge Management
* Negotiating, knowledge
* Technical Skills, including directional drilling, formation measurements
* QHSE, including Radiation Safety Officer

**Hobbies**

Traveling, Cooking, Sports (watching or playing – NCAA Football, Rugby, Soccer, Pool), Movies