



Jennifer Simonson
Director of Quality
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EDUCATION

University of Liverpool. U.K.

Master of Research (MRes), General Management and Operations, Change & Crisis Management

Master of Business Administration (MBA), General Management and Operations, Strategy

Institute of Chartered Shipbrokers U.K.

Professional Qualifying Examinations in Maritime Commerce

Hackney College, U.K.

Diploma, Law

CERTIFICATIONS AND CREDENTIALS

Harvard Business School **Negotiation Mastery**

University of Texas at Austin School of Law **Mediation, Dispute Resolution**

Stevens Institute of Technology **Project Management**

Det Norske Veritas – Oil & Gas, **Effective Root Cause Analysis for Corrective/Preventive Actions for ISO 9001**

SAE International, Lead Auditor Training **ISO9001:2015** and **ISO14001:2015**

Petroleum Institute for Continuing Education, **Refinery Processing /Refinery Economics**

LinkedIn Learning **Six Sigma Black Belt**

PROFESSIONAL EXPERIENCE

SIMMONDS LAMONT, The Woodlands, Texas, United States **2018-2020**

Advisor, Strategy & Operations – Worked with UK boutique oil and gas company in their assessment of upstream oil & gas, business development and new venture investment opportunities (remote).

- Evaluated petroleum freight market contractual practices that identified significant transportation and petroleum marketability investment options.
- Conducted scenario planning analyses, commercial review, pre-feasibility/feasibility, project management, financial performance reporting for international logistics planning and transportation, and contractual trade operating terms.
- Assisted in the negotiation of complex agreements and drafted contractual documentation including integrative negotiations strategies and logrolling,



C&J ENERGY SERVICES Houston, Texas, United States **2015-2018**
Sr. Director, Corporate Quality Management Systems, Corporate Operational Development Division (promoted, 2018)

Promoted after 9 months. Primarily, maintained accountabilities held under Director role, Operational Business Processes, achieved advanced promotion in 2018 directing operational business processes and new entity organization corporate quality.

- Responded to changes in the industry, addressing interpretation and impact on operating business and provided decision support to operations and shared services leadership for U.S. activity.
- Assisted with fact-based data-driven decision-making and policy, standards and procedures setting.
- Chaired the corporate quality leadership committee meetings. Worked effectively with all business unit leaders to determine which high revenue-generating product service line would be launched first.
- Analyzed the commercial potential research portfolio mapping out cost/revenue/returns on investment/EBITDA models and agreeing to a sequential plan for individual quality strategy launch.
- Announced and executed the petroleum and natural gas API Specification Q2 standard as a service quality roadmap, translating return on investment.
- Formulated new vision and strategic direction that successfully positioned new entity division as a service quality competitor, adding value to C&J Energy Services, its customers and shareholders, earning a prominent role in mainstream corporate strategy.
- Defined vision and mission, with integration of strategy within Executive Management's presentation to Customers, Board of Directors and Investors.
- Managed a \$1.8mn corporate quality consolidated budget for a \$1.4bn operation.

Director, Operational Business Processes, Corporate Operational Development Division (promoted, 2017)

Head of Processes & Systems, Supply Chain Management Division (recruited, 2015)
Promoted after 16 months to serve as corporate advisor. A new role within the umbrella of a new entity Corporate Operational Development organization to manage the execution strategy of supply chain operations and operational business processes. Hired initially for the overall standardization, governance, measurement and performance management for all operational aspects of the supply chain function.

- Developed a compliant, multi-tiered audit system driven by a 6-series audit structure (corporate governance and ethics compliance, internal, quality system, root cause analysis / non-compliance, field and supplier quality).
- Developed an SAP Investment Management structure integration with existing SAP Authorized for Expenditure module, reducing replicated capital spend by 13% in the same fiscal year.
- Established a contractual supply chain quality management system to substantially improve integration of supply chain and key performance activity with contractual, operational, internal/external communication and financial information with stakeholder engagement.



- Executed conceptual framework intervention processes that identified deviations and risks, driving stakeholder accountability, resolving complex discrepancies associated with service quality.
- Designed and implemented cloud-based supply chain, corporate quality and five-tier level corporate compliance documentation structure. Led and reviewed with internal and external stake-holders relevant impact on audit documentation (e.g. legislation, governmental, quality, health, safety & environmental, supply chain, human resources and financial).
- Determined a corporate quality organizational structure with defined roles and responsibilities including standards development, compliance, competencies, root cause analysis, and incident observation & reporting.
- Developed qualification/risk methodology process for approved supplier listing, classification & monitoring.
- Worked with product service line stakeholders to understand the demand/spend profile, various category and subcategory risks and business requirements for category plans and sourcing projects. Implemented supply contract standard terms and conditions and master service agreements with key suppliers.
- Developed and implemented new supply chain policies, standards, procedures for procurement, logistics, inventory management/materials, contracting, sourcing, category management, vendor onboarding, and KPIs.
- Developed new supply chain methodologies (cost saving, cost avoidance, revenue enhancement), and mutually inclusive function KPIs and performance indicators for risk reduction.
- Developed a business continuity plan including site location, information technology, critical vendors, logistics and distribution network.
- Crafted supply chain role mapping, segregation of duties, role conflicts and functional/financial authority approval matrices for internal supply chain controls with cross-functional business partners.
- Owner of third-party market intelligence subscriptions to articulate supply chain trends.

UNIVERSITY OF LIVERPOOL, Liverpool, United Kingdom

2012-2015

Management Research. As part of the Master of Research- Business Administration Program through the University of Liverpool conducted a series of advisory standalone projects.

Enhanced strategy planning evolution thinking, developing skillset as an in-house corporate strategy and research advisor for a proprietary UK boutique oil and gas company in their early-stage and start-up activities.

- Determined fundamental impacts of equity-stake shareholder activism and its intervention within incorporated companies (in the oil and gas sector).
- Analyzed development of intervention models through disruptive, economic challenges; identified economic concepts and trade-offs in line with competitive and risk - mitigation strategies.



TETRA TECHNOLOGIES, INC., Houston, Texas, United States

2012-2012

Director, Global Supply Chain – Offshore Services Division

Served as the interim Director of Global Supply Chain and project manager for Offshore Services for the U.S. Gulf of Mexico and other international market interest locations (including North America, Brazil, Middle East, India, S.E. Asia, North Sea, Mediterranean Sea, and Africa) for a \$1.4bn spend serving the offshore energy sector with a 14-member team.

- Collaborated with the corporate global supply chain team, integrating existing and new policies.
- Played a critical role to provide strategic due diligence for potential mergers and acquisitions.
- Negotiated and executed optimal terms and conditions on existing contracts and partnered with the Corporate Legal Team on contracts to fulfill legal, statutory, policy and procedural compliance to improve operating costs, driving cost reduction and initiating aggregate spend savings. Initiated the development of the supplier's contract review amendment process. Ensured contract review amendments for original client's statements of work and obligations. were compliant with FCPA rulings.
- Partnered with the Legal department to include the application of FCPA rules as part of the contract review amendment process. Positioned FCPA and SOX rules across five continents and two offshore regions.
- Established supplier management methodology to identify and rank criticality and performance evaluation. Created and managed a supply chain network optimizing supplier engagement, resulting in projected savings up to \$5M.

HESS CORPORATION, Houston, Texas, United States and Bome, Equatorial Guinea, W. Africa **2008-2011**

Team Lead, E&P Global Supply Chain, Gulf of Guinea, Equatorial Guinea Contract and Procurement (promoted, 2010)

Specialist, E&P Global Supply Chain, U.S. Gulf of Mexico Offshore Logistics (recruited, 2008)

Managed, multiple logistical planning efforts (development/implementation of Global Supply Chain Logistic strategies, emergency response preparedness, contract negotiation/review/management, coordination/control of marine, aviation and materials to/from production facilities and offshore rigs, development of requirements and forecasts applying best practices to ensure 100% compliance with safety standards and relevant legislation to alleviate risk in major, strategically offshore operation regions, including U.S. Gulf of Mexico and Gulf of Guinea.

- Seconded to manage the Stena Forth drillship's first transit from Libya via Trinidad to the Gulf of Mexico.
- Strengthened emergency response management plans to more effectively meet needs of customer base and shore base, and facilitated development of environmental, health and safety initiatives and quality management processes that improved EHS performance by 99%.
- Negotiated aviation, marine and shore base complex contracts with international organizations, securing optimal terms for Hess while yielding significant increases in new business relationships, efficiency, and cost savings.



- Analyzed and interpreted data for use in decision-making and actions in support of operations logistics strategy, including TCO, should cost modeling and normalization.
- Appointed to 12-member Contract Functional Excellence Team, partnered with business partners to evaluate best practices, ensure process compliance, and identify and implement operational improvement opportunities.
- Mandated to lead change management initiative and talent acquisition focus to meet the local content nationalization project.
- Facilitated review processes, identified contract risks, created risk mitigation plans throughout the product lifecycle, and ensured compliance with all legislative regulations and corporate policies, SOX and FCPA.
- Managed projects - \$500mm+ per annum scope, focused on account and category management operations to optimize complex budgets reduce costs and manage and mitigate risk.

NYNAS AB, Houston, Texas, United States

2006-2008

Supply Chain Planner and Operations Manager - Americas (Dual role), Global Supply Chain Division

Engaged by the supply chain executive leadership to join the 20+-member Operating Committee of Isla Refineria N.A., Curacao, Netherland Antilles, and PDVSA, Venezuela to address issues related to the contractual and supply chain activities of the refinery in major and strategically important international region, including, Argentina, Brazil, Chile, Colombia and North America (U.S. Canada and Mexico).

- Visited refinery on monthly assignment basis. Established positive, productive relationships with refinery management personnel while developing refinery contract and decision points for Monitoring Committee review.
- Spearheaded three naphthenic improvement projects (petroleum product purchase, service contracts, and safety stocks requirements, increasing efficiency by 11% (ensuring improvements adhered to budgetary requirements).
- Interfaced with Regional Planners, Sales Channel Managers, Marketing Managers, Regional Sales Directors, and Product Quality Control personnel to efficiently coordinate all shipping efforts and secure future product supply (including external oil purchases for regional support volumes).
- Enhanced marine logistics and supply chain performance by implementing long-term charter reducing freight spend and demurrage loss by 19%, optimizing logistics capability and EBITDA contribution
- Analyzed the refinery's cost structure, and economic feasibility of naphthenic oil production at Isla Refinery.
- Toured facilities throughout the Americas and Europe to evaluate supply chain operations, working with salesforce, understanding current needs, developing roadmaps for growth to address immediate demands.

CHEVRON CORPORATION, Greater Los Angeles Area, CA,

2005-2006

Voyage Manager, Shipping Division, Offshore US West Coast and Pacific Area Lightering

Supervising all aspects of voyage planning and administration (vessel optimization, carriage by sea, charter - party execution, fuel economy, agency nominations, issuance of documentary



instructions, war risk reporting, OCIMF SIRE inspection responses, weather routing monitoring and vessel delivery / re – delivery).

BURREN ENERGY PLC (now Eni Holding), London, U.K. **1997-2004**
Commercial and Operations Manager, Oil Marketing & Shipping Division | FSU, CIS, Asia, Europe

Responsible for the operations and commercial management of the Company's contracts and agreements relating to the transportation and sale of the Company's equity (profit and cost recovery) crude oil resulting from its interest in the Nebit Dag Production Sharing Agreement and Joint Operating Agreement in Turkmenistan.

EARLIER EXPERIENCE

ST. NICHOLAS SHIPPING AGENCIES LTD., London U.K., /Piraeus, Greece Operations Manager 1993-1997

Responsible for the ship management and operations of five tweendeckers, six refrigeration and five fishing trawler vessels. Managed vessel budgetary requirements, operational readiness, coordination of audits, inspections, classifications & registrations. Strategic planning and set-up of a purchasing department from London, UK to Piraeus, Greece.