

Melissa Wood
Director of Business Development,
Sales and Marketing
melissawood@tdi-bi.com, (979) 693-3446

TDI-Brooks International, Inc.

14391 S. Dowling Rd, College Station, TX 77845

Ph: (979) 693-3446 Fax: (979) 693-6389

www.tdi-bi.com

PROFESSIONAL EXPERIENCE

- Director of Business Development, Sales and Marketing, TDI-Brooks International, Inc., 2016 - Present
- Geophysical Business Development, Sales and Marketing Manager, Fugro GeoServices Inc., 2008 - November 2016
- Geophysical Sales and Marketing Manager, C&C Technologies Inc., 2007 - 2008
- Vice President/Sales and Marketing, Harvey-Lynch, Inc., 2005 - 2007
- Ship Broker/Sales and Marketing/Operations & Business Manager, Seabrokers, 2003 - 2005
- Operations/Sales and Marketing Manager, Sonardyne, Inc., 1992 - 2003

KEY ACHIEVEMENTS - TDI BROOKS INTERNATIONAL, INC.

- Sales, Marketing, and Business Development: Consists of identifying potential customers, determining their need for our services, and developing client relationships. Initiates contact with the client and effectively demonstrates how our services meet their needs. Develops sales presentations tailored to the client, addresses client's objectives, assists with proposals and procurement processes, and communicates with client from proposal through project completion. Other marketing-related processes include attending trade shows, website management, design of marketing flyers, creation of adverts and coordination of press releases.
 - Sales: Interaction with all current and prospective clients involving a level of interpersonal interaction that promotes the company's services and persuades an opportunity to become a customer. This includes making cold or warm calls to clients/prospective clients to generate sales, arranging one-on-one meetings and/or group meetings, developing sales presentations, communicating with the client from proposal to project completion, understanding customers' needs, coordinating and attending industry trade shows and networking at industry events. Review and execution of NDA and MSAs, as required for initiation of project discussion.
 - Business Development: Identify new markets for the company's existing products and services in an effort to grow revenue streams. This includes analyzing markets, having a working knowledge of industry players, generate market research on clients and competitors, target new customers in new markets, and help bridge business partnerships to form alliances.
 - Marketing: Promotion of company in the effort of maintaining and building the reputation of the company. Conduct marketing campaigns, produce electronic mail shots to promote services, design promotional information, management of company website, coordination of press releases, advertising, and managing social media streams.

KEY ACHIEVEMENTS - FUGRO GEOSERVICES, INC.

- Responsible for the management and coordination of sales, marketing and business development activities for Fugro's geophysical business line within the Americas region.
- Growth of geophysical business line (AUV, High Resolution 2D/3D, Pipeline/Cable Route, Archeological/Shallow Hazard and Damage Assessments).
- Communicated closely with clients (both internal sister companies and external clients) to understand their needs and help discover new areas of potential revenue for the company.
- Grow and maintain strong, lasting relationships through positive daily face to face interaction with domestic and international clients followed with customer project satisfaction surveys.
- Create and provide Sales/Marketing Presentations and L&Ls both internally and externally.
- Creation, promotion and monthly circulation of Fugro's vessels and equipment operating in North, Central and South America to Fugro clients worldwide.
- Formulation of annual client Account Plans and Marketing Plan for Fugro's geophysical division.
- Responsible for market research; the gathering and dissemination of market Intel to management.
- Fugro's "go-to-person" within the Americas due to extensive knowledge of the company's service lines.
- Networking through industry events to identify new opportunities and maintain exposure to market.

Melissa Wood
Director of Business Development,
Sales and Marketing
melissawood@tdi-bi.com, (979) 693-3446

TDI-Brooks International, Inc.
14391 S. Dowling Rd, College Station, TX 77845
Ph: (979) 693-3446 Fax: (979) 693-6389
www.tdi-bi.com

- Work closely with Operations, Project Management, Vessel Management teams to review projects and support client relations from the initial receipt of the RFQ through to the completion of the project.
- Initiate MSA's & NDA's with Global Clients.
- Participation in the promotion of company activities via press releases, newsletters and conferences.

KEY ACHIEVEMENTS - C&C TECHNOLOGIES

- Responsible for the management and coordination of sales, marketing and business development activities for C & C's geophysical business line.
- Develop new prospects for promotion of Geophysical Survey Services and vessels to increase sales with project operations in the GOM
- Initiate contact with Geophysical Division clients to maintain relationships and ensure satisfaction with the division's past and current performance.
- Services actively promoted include AUV, 2D High Resolution, Pipeline/Cable Route, Arch/Hazard and Damage Assessments.
- Create and provide Sales/Marketing Presentations and L&Ls to client base in LA and TX.
- Assist division managers with local promotion of Geosciences and Geotechnical Services.
- Responsible for marketing departmental duties for both Lafayette and Houston offices. Redesign of marketing materials, advertising, coordination of events and trade shows.

KEY ACHIEVEMENTS - HARVEY LYNCH, INC.

- Implemented all Sales & Marketing functions for the Sales, Rental, Training and Personnel business lines by generating sales and profitability via existing and new revenue streams.
- Increase of sales by \$2.5M (50% growth of market) from 2005
- Represented a multitude of products within the Americas region and promoted to service companies.
- Actively promoted & consolidated existing business activities and agencies while seeking new, synergistic and innovative companies and services to represent.
- Managed multi-disciplined sales projects and efforts of sales and marketing teams to include budget control, maintaining profitability, scheduling, quality control, and similar objectives.
- Improve company profit position and market penetration via the development of sales plans to achieve company growth and profitability including interim changes, working with and through other departments and assigned sales sub-dealers situated in North, Central and South America.

KEY ACHIEVEMENTS - SEABROKERS, INC.

- Assisted President in the formation of the US subsidiary and introduction of Ship Brokers services into the US GOM Market including Marketing of Ship Broker's US presence.
- Business Manager and Ship Brokering responsibilities.
- Developed & maintained close relationships with a multitude of vessel owners to capture a spot-list for the USA division of Seabrokers.
- Assist in formulation & implementation of Charter Contracts.
- Established accounting, purchasing, sales order processing, HR systems & procedures.
- Provided P&L reports, weekly forecasts, and budget performance information to the Norwegian parent company.



Melissa Wood
Director of Business Development,
Sales and Marketing

melissawood@tdi-bi.com, (979) 693-3446

TDI-Brooks International, Inc.

14391 S. Dowling Rd, College Station, TX 77845

Ph: (979) 693-3446 Fax: (979) 693-6389

www.tdi-bi.com

KEY ACHIEVEMENTS - SONARDYNE

- Assisted in the formation of the US subsidiary and introduction of a wide range of products.
- Sales and Marketing operations for a high-tech manufacturer of underwater acoustics and navigation instruments driving revenue from \$250K to \$8.1M.
- Developed US Marketing strategies and plans.
- Established accounting, purchasing, sales order processing, HR systems & procedures.
- Performed annual employee reviews, and quarterly/annual goal setting and review.
- Provided P&L reports, weekly forecasts, and budget performance information to the UK parent company as well as resolved employee issues.

EDUCATION

- 1989 Houston Community College, Business Administration, Marketing & Communications Management
- 1983 Conroe High School Graduate, Conroe, Texas

SKILLS

- Business Development, Sales & Marketing, Product Knowledge, Marketing Research, Strategic Prospecting
- Event Management, Conference Coordination, Social Selling, B2B
- ROI and Data Analysis, Proposal Writing and Review, AP/AP, P&L
- Team Leadership and Management, Nurturing Relationships, Strong Communication Skills, Goal-Focused, Resilient, Business & Emotional Intelligence, Integrity
- Adobe Illustrator, Adobe InDesign, MS PowerPoint, MS Outlook

PROFESSIONAL AND HONORARY SOCIETIES

- 2016 - 2022 Vice Chair - U.S. Hydro Conference for The Hydrographic Society of America (THSOA)
- 2019 – 2020 Women in Hydrography
- 2004 - 2017 Chair - The Marine Technology Society (MTS) - Annual BBQ Fundraising Event
- 2009 – 2017 Women in Energy (WEN)
- 2009 - 2016 Vice Chair/Secretary/Treasurer/Memberships - Americas Petroleum Survey Group (APSG)
- 2005 - 2011 Chair/Memberships/Fundraising - The Hydrographic Society of America (THSOA) - Houston Chapter