

# FRANCIS XIAN LOGAH

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## SUMMARY

A results-oriented male with a Bachelor of Science Degree in Chemical Engineering, a Master in Business Administration and an LLB with over 10 years of industry experience in oilfield business development, cementing design and engineering, cementing operations management as well as FMCG manufacturing experience. Strengths include ease of adaptability to new environment, good team player, self-motivated and confident in my abilities to learn and work for long hours under minimum supervision, high sense of discipline, energetic and versatile.

## SKILLS

- Cementing Engineering
- Business development
- Project Management
- Safety procedures and protocols
- Account Management
- Client consultations
- Team management
- Business operations

## EXPERIENCE

### **BUSINESS DEVELOPMENT/SENIOR TECHNICAL PROFESSIONAL | 10/2014 to 08/2020** **Halliburton – Africa Other**

- Successfully lead the Area Cementing Business Development team to win tenders and increase market share
- Successfully lead the operations team to deliver 54% FBOI in Liberia in 2017 which got recognition in Halliburton Cementing Courier bulletin
- Successfully developed sales plans that lead to the introduction and actual sales of BHKA in Africa Other Area leading to cost reductions to the customer in excess of \$700,000.00 in 2018
- Successfully delivered casing equipment sales leading to Halliburton gaining over 80% casing equipment market share in Africa Other in 2019
- Successfully lead the Africa Other Engineering team to deliver flawless cementing execution to clients such as ENI, Aker, CNR, Total, ExxonMobil, Ophir, Anadarko and Petronas in Africa Other Area leading to the award of MVP in 2015
- Successfully lead the timely mobilization of equipment and materials to the customer leading to zero NPT
- Successfully trained high performing Cementing Engineers in Africa Other

### **TECHNICAL PROFESSIONAL/CE SALES ENGINEER | 09/2012 to 10/2014** **Halliburton – Africa Other**

- Successfully lead the local engineering team to plan and execute flawless cementing operations to customers in Africa Other Area
- Lead casing sales initiatives to gain maximum casing equipment market share in Africa Other Area
- Successfully delivered performance optimization plans as per forecast
- Successfully mentored trainee engineers
- Lead the planning and mobilization of equipment, personnel and materials for successful project executions
- Lead revenue recognition initiatives to ensure reduction in DSO
- Improved customer satisfaction by finding creative solutions to problems associated with oil well cementing

**ASSOCIATE TECHNICAL PROFESSIONAL** | 03/2011 to 09/2012

**Halliburton – Africa Other**

- Successfully designed and delivered a dual casing cement job in Ghana for surface wells with low fracture gradient
- Successfully planned, mobilized and supervised flawless cementing job execution leading to the award of MVP in 2012
- Lead HSE initiatives resulting in zero HSE incidents
- Using sound engineering practices and strict adherence to recommended practices provided sound recommendations to customers leading to zero NPT and zero COPQ

**HEAD OF DEPARTMENT** | 01/2010 to 03/2011

**Kingscourt International School - Ashaiman, Greater Accra**

- Created culture of empowerment and innovation for employees to promote engagement leading to zero employee attrition in 2011
- Supervised and enforced departmental policies and procedures to ensure compliance with recommended practice

**PLANT AND PROCESS CONTROL OFFICER** | 09/2008 to 08/2009

**PZ Cussons - Tema, Greater Accra**

- Supervised and improved processing operations leading to the reduction of downtime associated with pneumatic conveyor blockages
- Supervised the timely delivery of semi-finished products as per schedule
- Developed and implemented Just-In-Time initiatives which lead to reduction in production wastes
- Developed operating procedure for PZ Cussons' effluent treatment plant
- Successfully converted all PZ Cussons' hand drawn Process Flow Diagram (PFD) into computer aided design using Visio

EDUCATION AND  
TRAINING

**Kwame Nkrumah University Of Science And Technology - Ghana**

**Bachelor of Science**

Chemical Engineering, **06/2008**

**University Of Suffolk - United Kingdom**

**MBA**

Business Administration, **11/2022**

**Central University – Ghana**

**Bachelor of Laws**

LLB, **06/2023**

TRAINING/WORKSHOP

- 2020 – BOSIET
- 2015 - Delivering Financial Performance, Tananger, Norway
- 2015 - Advanced Business Acquisition Process, Windsor, UK
- 2015 - Business Leadership Development, London, UK
- 2014 - Deepwater Bootcamp, Oklahoma, USA
- 2013 - TapRoot Training, Takoradi, Ghana
- 2013 - Casing Equipment Sales Training, Oklahoma, USA
- 2012 - Fluid Pumping-Theory and Practice, Scotland-UK
- 2012 - Global Cementing Technical Summit-Houston, USA
- 2011 - Petroleum Engineering Technology – HTEC, Malaysia
- 2011 - Cementing for Engineers – HTEC, Malaysia
- 2011 - SAP
- 2008 - Teambuilding
- 2008 - Feedback skills and performance management
- 2008 - Leadership skills

COMPUTER  
EXPERIENCE

- Microsoft Office Suite
- Landmark/Wellcat Dynamic Temperature Simulation
- Visio
- ICem
- Project Libre
- RUBI – Salesforce