

# TODD R. CIMINO

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## UPSTREAM OIL & GAS CONSULTING SERVICES PRACTICE LEADER Grows Practice & Revenue Strength | Builds Culture of Customer Success

Results-driven executive focused on growth and margin enhancement. Solid reputation for new and strategic account business winning through business strategy, operations excellence, process improvement, systems integration and cost reduction. Possess broad and deep operational and consulting experience across international locations, including North America, South America, Europe, and Africa.

- Practice Growth & Development
- Oil & Gas Business Strategy
- Consultative Selling
- Service Delivery Excellence
- Upstream Oil & Gas Domain Expertise
- Enhancing Brand Value

### PROFESSIONAL EXPERIENCE

**RGP, Houston, TX**

**2016 - present**

#### **Director of Client Service/Practice Director**

Grow market revenue through the identification, development, and advancement of target clients as well as management of existing client relationships; own a client portfolio while working collaboratively in a team-oriented environment to achieve overall business objectives. Provide leadership in the delivery of performance improvement advisory projects and services.

**IBM-GLOBAL BUSINESS SERVICES, Houston, TX**

**2015 - 2016**

#### **Associate Partner**

Developed key accounts through broad range of business services across enterprise services lifecycle. Provided executive-level consulting across business performance improvement spectrum, including growth strategy development, business analytics, operations excellence, supply chain management, production optimization and operating cost reductions.

**WIPRO TECHNOLOGIES, Houston, TX**

**2013 - 2015**

#### **Senior Partner, Global Upstream Consulting**

Managed \$60M P&L for domain-focused consultancy. Provided leadership, vision, and development for upstream management consulting practice, focused on designing and implementing integrated solutions for leading oil and gas companies in major global markets.

- Achieved revenue growth of 17% and margin improvement of 2% in 1st year through management of resource mix, rate improvement, and expansion into new geographies.
- Enhanced growth opportunities through launch of 2 new practice areas with associated service offerings.

**WILLIAM W. RUTHERFORD & ASSOCIATES, Houston, TX**

**2011 - 2013**

#### **Vice President, Oil & Gas**

Initiated market presence for providing business strategy and operations excellence management consulting programs in upstream, midstream, and oilfield service sectors.

- Established revenue base of \$2.5+M in first 18 months by building and executing high-performing, market development strategy and action plan. Established new logo accounts with relevant revenue streams through relationship building and excellent service delivery.

**HITACHI CONSULTING**, Houston, TX

**2007 - 2011**

**Vice President, Oil & Gas**

Led oil and gas industry vertical for North America with focus on providing comprehensive and integrated industry solutions; emphasis on sales and delivery. Initiated, developed, and expanded industry segment through marketing and delivery of solutions targeted at both upper market and large enterprise accounts.

- Oversaw expansion of annual industry segment revenue by 150% to \$23M in first 24 months by establishing market brand through aggregation of credentials and outstanding client service.
- Created national team of industry segment specialists along with supporting communities of practice throughout company to advance industry-relevant brand image.
- Enhanced overall service and portfolio offerings through introduction and development of general management consulting solution sets, complimenting systems integration services.
- Received “Outstanding Client Service” award among Hitachi Consulting vice president community by demonstrating superior service delivery across key accounts.

**SAIC – BUSINESS CONSULTING & TECHNOLOGIES**, Houston, TX

**2005 – 2006**

**Managing Consultant**

Consulting account leader for large oil and gas major; identified, developed, and delivered wide variety of consulting engagements through establishment of key account relationships, team building, and brand development.

- Grew 1st year consulting revenue in excess of \$2.5M through account and relationship development and excellent service delivery.
- Incubated, led, and produced team of 10-12 consultants through recruiting and coaching, ensuring client service delivery excellence programs were properly conducted.

**ADDITIONAL RELEVANT EXPERIENCE**

**ARTHUR ANDERSEN BUSINESS CONSULTING** (acquired by BearingPoint), Houston, TX

**Senior Manager**

**EDUCATION**

**Master’s in Business Administration (MBA)**, Finance and Operations Research  
JONES GRADUATE SCHOOL OF ADMINISTRATION, RICE UNIVERSITY, Houston, TX

**Bachelor of Science (BS)**, Chemical Engineering  
WORCESTER POLYTECHNIC INSTITUTE, Worcester, MA

**ASSOCIATIONS**

Member: Independent Petroleum Association of America | Society of Petroleum Engineers | Jones Partners

**PUBLICATIONS**

*Volatile Outlook for M&A Activity for Offshore Contract Drilling Firms*, Oil & Gas Financial Journal,  
September 2009