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Objective & Executive Summary

Seeking project management opportunity that parlay significant education and entrepreneurial skills into a long-term career at an organization that embodies values-based leadership.

Successful entrepreneur with Fortune 50 experience strategically initiating new business opportunities, developing, and implementing sourcing initiatives in the fields of construction, semiconductor manufacturing and information technology. Results and customer oriented, 19-year owner of a successful construction, and Oil and Gas company. Disciplined results and customer-oriented leader with strategic vision and hands on approach to success, strong project management, financial, marketing and people management skills.

Education

PhD, Environmental Science and
Engineering,
University of Texas at San Antonio
expected graduation date 2025

Master of Science,
Geosciences/Hydrogeology
University of Texas at San Antonio
2021

Bachelor of Science, Earth Science,
Adams State University
2019

MBA,
Production/Operations management
University of New Mexico
1997

BBA, Marketing and Finance
University of Texas at El Paso
1989

Experience

Founder, President/CEO of two separate companies seeded through my own personal investment of time, talent, and capital.

2004 - Current

Southwest Design Build Contractors, Inc.

Construction and roofing company specializing in residential, commercial, and industrial sectors. Identified, developed, structured, and negotiated business transactions. Developed and executed all aspects of operations, finance, project management, marketing, and management.

2010 - Current

Nordstrand Oil & Gas, Inc.

Independent oil and gas producing company; focused on maximizing profits through increased recovery, implementation of continuous improvement processes, maintenance programs, and expense management. Negotiated purchase agreements, along with oversight of regulatory compliance.

Prior to launching my own businesses, I worked for a Fortune Fifty corporation, with three promotions in seven years.

1997-2004

Intel Corporation

New Business Development Manager

Managed a team of eight while supporting over one hundred software engineers. Led initiatives to grow business that engaged marketing, operations, finance, and human resources.

Community Support

Mentoring multiple geology undergraduates

Teaching assistant; Math Department, UTSA

Isotope & Hydrogeology Lab Manager, UTSA

Key Skills

Business development

Forecasting/budgeting

Supply chain management

Change management

People leadership

Entrepreneurial mindset

Results oriented

Customer centric

Project management

Leadership through ambiguity

Contract negotiations

Cross-functional team experience

Business development

Interests

Photography

Art

Cycling

Geology

Professional Organizations

Royal Meteorological Society
American Association of Petroleum Geologists

Geological Society of America

American Geophysical Union

American Institute of Hydrology

Senior Sales Development Engineer

Developed and executed engagement agreements; project tracking and oversight; assignment of human resources, budgeting, and forecasting; development of training elements.

Senior Contracts Manager

Managed a team of six contract and inventory buyers; ensured supplier performance per the contract requirements while inspiring improvements and cost savings.

Senior Procurement Specialist

Inventory management support to ensure availability of high utilization product; interface with suppliers to ensure open supply lines and effective communications maintained.

Key Accomplishments

Grew the construction and roofing company from an original personal seed investment to sales exceeding \$1M. Secured long-term relationships as sole provider for key, influential clients. Managed the business through cyclical economic environments for long-term success.

Learned the oil & gas industry from the ground up, analyzing chemical composition and production flow, to increase production by 30%. Growth attracted a sale of the lease portion of the company, yielding a 20% profit. Maintained the royalty interests, mineral rights, and acreage for future exploration.

As an entrepreneur launched multiple concept companies and brands, ranging from a pharmaceutical online marketplace to on-demand mass customization of marketing materials. These “fail forward” initiatives inspired the return to college for additional education and skills.

At Intel Corporation, developed first-to-market products and services, improving the company’s overall position. Explored blue ocean strategies, such as healthcare technology that was prescient in today’s ever-evolving integration of health outcomes. Additional blue ocean strategies included the precursor to today’s streaming services. Increased software development sales from \$500K to \$3M monthly.

Negotiated high-value contracts that included human capital needs – forecasted the headcount and inventory materials required, ensuring engineering support to maximize production output. Total contract value was \$120M per year.

Developed models of consumption and component lifespan to create a just in time inventory management approach. Developed supply chain second sourcing options, ensuring zero down time, while increasing throughput. Saved the company \$10M over two years of leadership in inventory management.

References

Available upon request