



# BRIAN THOMSON

- ENERGY SECTOR EXECUTIVE
- GROWTH & M&A SPECIALIST
- P&L OWNER
- TRANSFORMATIONAL LEADER

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Address  
Taigh Mor, Drumoak,  
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iD



Promoter

## ” STATEMENT

A Transformational business leader holding 14+ years' strategic and operational experience in the Energy Sector, Proven track record in leading high-performing teams, negotiating multimillion-dollar contracts, and executing strategic business development initiatives across international markets. Adept at fostering partnerships, optimizing P&L performance, and driving commercial excellence. Lead multiple M&A activities across international markets.

## WORK EXPERIENCE

### Director of Business Development - Eastern Hemisphere

Parker Wellbore | 2023 - Present

Responsibility over 10 operating countries (UK, Norway, Kazakhstan, Saudi Arabia, United Arab Emirates, Bangladesh, India, Indonesia, Ukraine & Kuwait) whilst ensuring a strategic targeted approach into new markets and supporting efforts in the US/LATAM region. Responsible for the achievement and growth of a \$165mm revenue business, 85% OM improvement yr/yr whilst 3-folding a sales pipeline to \$1.4bn in targeted upside on a 5 year tactical plan. Strategic campaign from 2023 to 2024 to package Parker for acquisition.

- Identifying, evaluating and implementing new market entry strategies for the organization, whilst aligning a team of 15 personnel for execution. Team inclusive of Contracts, Legal, Compliance, Tender team, Regional Sales Managers, FP&A, and Regional Account managers.
- Experience in understanding, engaging and negotiating with NOC's such as Aramco, ADNOC, SOCAR, Equinor, ENI, TotalEnergies and others. Strong relationships with major ISC's such as SLB, Halliburton and Baker Hughes.
- Responsible for coordinating efforts between product line and introducing new technology and services under our portfolio such as TDE Digital Tubulars, Well Intervention Services and CNC technology. Major contributor to Aramco field trials for our Whipstock technology within the Kingdom, covering all routes to market from concept to commercialization.
- Successfully built up acquired Machine Shop business in Norway with the implementation of additional service lines, resulting in a 36% growth yr/yr.
- Key account development for new market entry into Kuwait, with an estimated \$15-35mm revenue performance.
- Key focal point for securing 18 month campaign in Indonesia for Star Energy Geothermal with the successful award of Parker rig 258, with an estimated contract value of \$16mm. Identified additional upside of services, pending award, which can add \$4-6mm in activity throughout campaign.
- Trusted advisor to our VP, SVP, COO and CEO – frequent engagement on opportunity reviews and analysis, allowing a targeted approach to growth, with high success rates.
- Implementation of processes, utilizing ERP, AI and PowerBi systems to streamline bid processes, evaluations and targeted approaches across the hemisphere.
- Identified in 2023 and 2024 as top talent within Parker Wellbore and been placed on various leadership programs. Key contributor by building material and workshops to these programs to educate peers.
- Extensive travel to both operating and non-operating countries.
- Leader within Parker Wellbores Commercialization group, focusing on bringing to market our TDE strategic alliance on Digital Tubulars.

## EDUCATION

**Robert Gordons University**  
Accounting and Finance  
2006-2008

**Turriff Academy**  
Highers  
2000-2006

## PROFESSIONAL DEVELOPMENT

- Virtual Selling – Baker Comm.
- Emotional Intelligence
- Fast Track Leadership Development
- Leadership Program
- Sales Mastery
- Mental Health Advocate Program
- Parker Leadership Academy '23-'24

## ORGANISATIONS

**Sunrise Partnership SCIO**  
Member of the Board Trustee  
2020 - 2022  
**W:**[www.sunrisepartnership.org](http://www.sunrisepartnership.org)

**Energy Institute**  
Member - Aberdeen  
2021 - Present  
**W:**[www.energyinst.org](http://www.energyinst.org)

**IADC**  
Associate Member  
2019 - Present  
**W:**[www.iadc.org](http://www.iadc.org)

**ICoTA**  
Associate Member  
2021 - Present  
**W:**[www.icota.com](http://www.icota.com)



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## ” STATEMENT

A Transformational business leader holding 14+ years' strategic and operational experience in Drilling Rigs, Energy Transition, Well Construction, Well Intervention, Surface & Tubular and O&M oilfield services. Highly communicative and insightful relationship-builder, with well-developed employee engagement and team building skills. A trusted advisor to clients and C-suite management. Skilled in strategic positioning, business development, M&A activities, operations management and JV management.

## WORK EXPERIENCE (Cont...)

### Director of Business Development - EAFC

Parker Wellbore | 2022 – 2023

As a results-driven Business Development Director at Parker Wellbore, I have demonstrated a proven track record of driving growth and strategic expansion in the Europe, Africa, and Caspian (EAFC) regions, while also lending valuable support to the Middle East, Asia, and Pacific (MEAP) markets. My accomplishments include orchestrating and finalizing M&A deals totaling \$15 million, securing additional term on our Caspian-based barge rigs through successful bidding, and playing a pivotal role in advancing Energy Transition initiatives. Grown \$36mm / yr business by 26% yr/yr with a 55% OM improvement.

- Positioned Parker for a \$83mm Barge Rig overhaul project, due to commence in Q1'25, with award likely in Q2'25
- Identified, pursued and closed an M&A, leading a team of 25 through due diligence and expediting market entry into Norway for Parker Wellbore. Identified and executed synergies within business to increase Ops Margin performance from 10% to 25%. Annual turnover \$15mm.
- Identified new rig technology within the marketplace to pivotally differentiate our market position and currently close to securing our 1<sup>st</sup> Geothermal drilling activity in Europe, with a contract value of \$55mm.
- Explored various new market entries including Iceland, Azerbaijan and Germany. Full market and economic analysis presented at board level. Currently entering some of these countries' based on my recommendation.
- Identified, nurtured and executed various MOU's to solidify Parkers' future aspirations and to give an advantage to an evolving marketplace.
- Working closely with Civil Geothermal clients on the execution of our O&M business within UK, Europe and Indonesia, including lithium extraction projects.
- Invented and launched Circular Economy service line to Parker globally, focusing on the repurposing of OCTG & Tubular products into the civil construction market. ~\$15mm activity in 2022.
- Representative for our Energy Transition group, attending seminars, conferences and workshops in various global locations.
- Strong relationships with NOC's and Tier 1 clients to Parker Wellbore.
- Designed, developed and rolled-out PowerBi system with PowerAutomate to empower global sales teams on transactional activities. Highlighted in Parker world summit and now a staple tool of the organization.
- Presented on-stage at IADC, DecomMission and various other events, highlighting advancements of Parker Wellbore and opinions of the energy markets.

## ACTIVITY

- DecomMission 2023



- Charity Participation



- IADC Caspian 2023



- M&A Activity 2022




- Norway Partnership 2022






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## WORK EXPERIENCE (Cont...)

### Country Manager - UK & Continental Europe

Parker Wellbore | 2019 - 2022

Responsible for leading the UK, Dutch and Norwegian operations with 60+ employees, including managing a team of 5 senior managers. Accountable for a \$20m/annum P&L of the principal business activities which include Surface & Tubular services, O&M, Asset Management, Well Construction & Well Intervention.

- Reduced the TRIR rate to 0 by initiating QHSE improvements and employee development initiatives.
- Achieved marginal growth of 18% in 2019 to 31% in 2020. Protected marginal growth in 2020 during COVID-19 pandemic, ensuring business continuity.
- Turned failing Machine Shop service line into a cash generating steady business by optimizing performance, winning major contracts, securing investment and differentiating business model from the market.
- Secured funding from the Board of Directors for a new \$25mm facility within the UK for our Rental, Machine and Tubular Inspection business. Imperative in the design and strategic vision of the new headquarters to accommodate hands-off operations in working areas, embrace new technologies and LEAN 6 sigma implementation.
- Introduced new exclusive partnerships to Parker Wellbore to increase our service offering within the North Sea. This in turn increased revenue and ops margin performance with low capital commitments.
- Identified and executed overseas partnerships to increase asset utilization and improve P&L performance.
- Secured several major long term contracts awards at \$8.8m USD / annum from high level North Sea operators.
- Team leader on pursuing new market entry into Ukraine, Caspian and Norway via due diligence processes and market analysis, whilst continually increasing market share in our core geographical areas. Pivotal leader and executor of \$15m M&A entry into Norwegian Market.
- Selected out of 1,400+ employees to be 1 of 10 team members who are part of Parkers "Technology Think Tank", bringing innovative and groundbreaking ideas to the Board of Directors. Selected in 2019 to be 1 of 15 team members part of Parkers "Strike Team" to ensure business continuity throughout the COVID-19 pandemic.
- Identified, developed & secured major partnership agreements in Norway, UK and Holland to allow growth and diversify status-quo business model into a more lucrative, long term outlook. Multiple project values in the region of \$11.5m USD.
- Implemented and successfully actioned development and succession planning for a team of 60+ in the UK to allow business continuity, decrease in attrition and changed the employment conditions and morale, allowing for a higher level of employee engagement and production.

## INTERESTS

- Financial Markets and Investing
- Reading / Self Learning
- Golf
- Cycling
- Technology
- Cooking
- Fishing

## IT LITERACY



## REFERENCES

**Brage Johannessen**  
COO - Parker Wellbore

**P:** +1 (281) 840-0908

**Abdou Djendou**  
Executive Vice President / Joulon

**P:** +971 (0) 54 557 8335


**Jeff Weitzel**  
COO - ProTorque Energy

**P:** +1 (0) 825-945-6661




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## WORK EXPERIENCE (cont...)

### Regional Operations Manager - UK & Europe

Parker Wellbore | 2017 - 2019

Responsible for P&L for the UK and Holland business operations, including Rental, manufacture and repair of downhole tubulars and associated equipment. Reported to the European Director.

- Reduced LTI's from 11 to 1 from 2017 to 2018 via employee engagement and enhancing management interaction with operations.
- Designed & implemented cloud-based scheduling and reporting systems for use across the Machine Shop, Inspection and Rental tool service line, to enable accurate analysis for effective planning, in-depth ROI calculations and firmer forecasting visibility. Subsequently, the success of the system resulted in global Parker Drilling implementation.
- Collaborated with functional managers to ensure company objectives were supported and achieved, including relationship building with clients.

### UK Sales Manager

Parker Wellbore | 2014 - 2017

Responsible for commercial strategies and collaboration with clients on contract execution. Providing executive management with KPI's, market position and competitive position to aid strategic business planning.

- Developing and implementing strategic and tactical marketing and business plans, along with allocating key account managers under my remit. Identifying upsell opportunities for all product lines.
- Changed the client dynamic within Parker by introduction Tier 1 clients for greater visibility and improved rates. Generated longevity in revenue that resulted in 18% increase from 2014 to 2015. End user clients included Centrica/Spirit, Maersk, Total, Diamond and Noble.
- Designed and implemented a revenue tracking system for the UK business to monitor potentials, opportunities and lost projects which improved win rates on all revenue streams from 50% to 85% in a 12-month period.
- Identified stable markets out with the UK and opened up untapped revenue streams that Parker were not originally exploiting in Norway, Poland, Azerbaijan, Greece and Italy. These opportunities and relationship building was a key factor in the company's success in 2015/2016.

## EARLY CAREER

Sales Executive/Business Development  
Rental & Sales Coordinator  
Workshop Supervisor  
Business Owner (Switzerland)

Uniconn Group  
Uniconn Group  
Uniconn Group  
Thomson Services

2012 - 2014  
2011 - 2012  
2010 - 2011  
2008 - 2010