

MARK LAMB (CPA-Ret.)

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www.MarkLambConsulting.com

- Strategic Planning
- Business Plans
- Technical Paper Writing and Presentation
- Global Networks
- Public Accounting Experience (CPA – Ernst and Young)
- Mentorships and Coaching
- Spanish Language Skills
- Microsoft Office skills (Word, Excel, PowerPoint, others)
- Operational Acumen and Experience
- Client Relationship Management
- Extensive International Business Development Experience
- Market Analysis
- Energy and Maritime Transportation Industries Focus
- Marine Salvage Project Support (shore base, offshore and client liaison)
- Published Author
- Project Tender Management (Bid Proposals) and Presentation
- Contingency/Emergency Response Plan Preparation and Presentation
- Maritime Industry Association Boards and Executive Positions
- Corporate Management Experience (President, VP, and Chief Financial Officer)

Accomplished professional with years of exemplary achievements in international and domestic business management, business development, marketing and sales, operations and CPA with Ernst and Young (EY). Experience managing corporate turnarounds and restructuring. Evaluated operating procedures, cost structures, capital investment and marketing programs – wrote, presented and implemented recommendations. Manage, plan and prepare commercial proposals (tenders) for long-term services contracts. Recognized for creating effective business networks, long-term client relationships, organization, writing and presentation skills, and negotiating profitable contracts and settlements. Bachelor of Business Administration in Accounting. Attended Master of Global Affairs graduate program at Rice University - Baker Institute for Public Policy.

Current activities focus on a wide range of project support services to a limited group of clients utilizing an extensive network and broad experience base. Significant interest in coaching and working with young professionals and students to develop international commercial and business development techniques and networking skills. Recently published a book entitled *Compass and a Map – A Guide for the International Business Development Manager*.

PROFESSIONAL EXPERIENCE

Consultant, Independent Contractor and Author, Houston, TX (April 2017 – Present)

- SAAM Towage, Santiago, Chile
 - SAAM Towage, formerly SAAM SMIT, is the largest tugboat operator in Latin America (www.saamtowage.com)
 - Working with the commercial team, prepare market development plans for opportunities in Latin America, the Caribbean and globally for marine support services to onshore and offshore oil and gas terminals (primarily LNG)
 - Support the SAAM Mexico team in preparing and presenting long-term contract proposals
 - Work closely with corporate managers in Chile and country managers in Colombia, Mexico and Panama to develop client relationships for oil and gas projects within their respective operating areas. Utilizing a large network, organize and attend client meetings with international colleagues with major global oil, gas and energy companies.
 - Support SAAM Towage colleagues in developing market knowledge and information. Assist in preparing client correspondence, letters of introduction, PowerPoint presentations and other marketing materials.
 - Assist in developing marketing tools and group shared data files, including brownfield and greenfield projects and client contact information.
- SMIT Salvage – Houston, Texas
 - Worked closely with the SMIT Salvage team to prepare, write, and research material for two US Navy SUPSALV salvage emergency response plan proposals. Two of the global zones were awarded to SMIT Salvage.

- Wrote a “Contingency of Operations” plan for the largest coal export terminal in the Americas, Cerrejon – Port of Bolivar, Colombia. The plan’s objective is to continue coal export operations in the event of a major shipping casualty in the port. A comprehensive plan was written and presented to Cerrejon in Colombia and was approved and fully incorporated into Puerto Bolivar’s emergency response procedures.
- Currently maintain readiness to support SMIT Salvage, as required.
- Donjon-SMIT - Houston, Texas
 - Provided shore base support for an MSRC vessel incident recovery and salvage in the Mississippi River off of Venice, Louisiana
 - Served as client liaison, based in the client’s offices, for recovery operations and salvage of the lift boat Seacor Power offshore Lafourche, Louisiana
 - Later served as the Seacor Power salvage offshore marine safety officer on the primary vessel assisting in the recovery and salvage
 - Currently maintain readiness to support Donjon-SMIT, as required.
- Donjon Marine – Hillside, New Jersey
 - Wrote a towage plan for US Navy destroyer Ex-Boone towed from Philadelphia, Pa. to the UK
 - Currently maintain readiness to support Donjon Marine, as required.
- Author – *Compass and a Map*
 - In 2022, wrote *Compass and a Map – A Guide for the International Business Development Manager*. Primary goal of the work is to share career experience and highlight networking and ‘soft’ skills required for international commercial positions, principally with younger colleagues and students considering international business development and marketing careers, understanding that university curriculums typically do not cover the material presented in the book. My goal is to shorten the reader’s learning curve, enhance confidence, and minimize learning by trial and error.
 - Currently, communicating with university business school professors to interact with and present to students considering international business careers.

Business Development Manager, Boskalis Offshore (SMIT International), Houston, TX (1999- April 1, 2017)

Boskalis is a diversified global construction and maritime operator with over 8,000 employees, now part of HAL Holding

NV.

- Developed and managed enduring social and business networks and relationships, globally
- Extensive global travel, working in diverse, multicultural environments with a focus on Latin America
- Managed personal schedule, wrote business plans, and assisted in corporate strategy development, working with multi-culture colleagues and clients, globally
- Performed market analysis, project identification, and aligned internal expertise with client project needs
- Leveraged a broad network of self-generated global contacts and was instrumental in securing multiple contracts

Key Achievements

- Instrumental role in the integration of SMIT into the Boskalis group of companies
- Developed strategic relationships with major petroleum industry clients for onshore and offshore marine terminal operations, offshore terminal facility construction, subsea support, and heavy lift projects
- Working with global teams, awarded profitable long-term contracts
- Negotiated a global preferred supplier agreement with one of the largest international oil majors

International Business Development and Sales and Marketing Manager, Hollywood Marine, Inc., Houston, TX (1992-1999) (*Hollywood Marine was acquired by Kirby Corp. (1999), the largest US petroleum tank barge operator today*)

- Negotiated and managed long-term contracts and developed solid mentoring relationships with clients
- Worked closely with major domestic and international oil refiners and petrochemical companies

Key Achievements

- Marketed 50% of the largest US inland pressure gas barge fleet (propylene, propane, butane, butadiene)
- Instrumental in the substantial increase of revenue for the pressure gas transportation business through client relationships

- Integral role in overturning federal industry regulation that enhanced economics of pressure gas transport by barge resulting in significant financial advantage for both the company and the clients

General Manager - International Business Development (1992-1994)

- Recruited by CEO and majority shareholder to plan expansion of inland and coastal petroleum barge transportation business internationally to South America, Mexico, China, and the Philippines
- Represented interests of operators in the US inland marine transportation industry in environmental matters, including OPA 90 oil spill legislation and critical waterway maintenance issues

VP, President, KETCO, Inc. Houston, TX (1981-1992) – *Privately held holding company for Barge Transport Company (Houston, TX) and Acadian Shipyard, Inc. (Houma, LA)*

- Managed legal, financial, marketing, and customer development activities. President of the subsidiary company, Acadian Shipyard (Houma, Louisiana)
- Directed major capital expansion and construction projects, shareholder personal financial matters, and relationships with banks, law firms, financial institutions, insurance underwriters, and regulatory agencies

Key Achievements

- Worked closely with owners, management, financial and operations teams to ensure the company’s survival during a significant industry downturn, when many competitors sought bankruptcy protection
- Wrote and presented industry position papers and speeches and testified on behalf of maritime industry and trade associations before federal and state legislative committees, including OPA 90 US Senate sub-committees

Ernst and Young, CPA’s (1973-1979) **and Keeney & Hembree CPA’s** (1980-1981)

- At Ernst and Young, promoted to the level of Audit Supervisor and was offered the position of Manager before resigning and accepting a new opportunity
- Extremely wide base of clients in multiple industry segments, with a focus on energy and marine transportation-related companies
- Accepted offer from Keeney & Hembree CPA’s in Texas Panhandle with the intention of being closer to family businesses
- At Keeney & Hembree, primary responsibilities included expanding the firm’s audit practice while concurrently managing a base of tax clients

EDUCATION AND TRAINING

BBA, Accounting (With Honors), Texas Tech University, Lubbock, TX (1969-1973)

Certified Public Accountant (CPA), Texas, License No. 014959

Master of Global Affairs Program, Rice University, Houston, Texas (Attended in 2015)

SELECT MEMBERSHIPS AND ORGANIZATIONS – PRESENT AND PAST

Rice University’s Baker Institute for Public Policy Roundtable • World Affairs Council of Houston • American and Texas Institutes of CPAs • Houston Livestock Show and Rodeo Assn. – Life Member • Board of Directors - American Waterway Operators Association • President, VP, & Secretary of Texas Waterway Operators Association • Beta Alpha Psi/Beta Gamma Sigma (Texas Tech University) • The Hemingway Society • Asia Society Texas