



John Smith [Edit](#)

SENIOR EXECUTIVE • DEAL MAKER • M&A • Oil & Gas Industry •
Exploration and Production • Oilfield Services

Houston, Texas Area | Oil & Energy

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Past

- Chief Operating Officer at Exxon
- President, Exxon Alaska at Exxon
- President Exxon Russia Sakhalin at Exxon

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Education

- Texas A&M

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Summary

I'm a third-generation oil man.

My lifelong passion has been the exploration and production of gas and oil. But lately I'm best known for media relations, crisis management, and high-level negotiations with federal and state governments.

On January 1, 2010, I was promoted to my dream job, COO of Energy & Production for Exxon. Three months later I found myself leading Exxon's emergency response to the Deepwater Millenium Oil Spill in the Gulf of Mexico.

Within a few days we organized a task force – almost an army – consisting of 48,000 people, 7,000 boats, and 150 aircraft. I set up a special team to brief senior government officials, including Cabinet Members and the White House around the clock.

As Exxon's point man for the spill, I informed the press and represented the company during what turned out to be the most intensely covered event in TV history.

I was not at all accustomed to being in the spotlight. Right after graduating from Texas A&M, Class of 1983, I joined Exxon and headed for the oil and gas fields of OK and TX. During the 28 years that followed, I focused on improving oil operations in remote parts of the world that most people have never heard of.

I'd need more than 2000 characters to describe everything that was happening behind-the-scenes during those six months while I was leading Exxon's emergency response.

I officially "retired" from Exxon in April, but you'll never see me retiring from the oil business. I learned a lot about the global oil business – the politics, the media, the dangers, the courageous people who do the work – and I really look forward to putting all that knowledge to good use for my future employers and clients.

Specialties

- Represented Exxon as media spokesperson during six months of intense media scrutiny – the longest single event in TV history.
- Negotiated agreements with state governors, congressional committees, cabinet officers, and the White House.
- Orchestrated sweeping organizational changes that ensured the future viability of Exxon, the world's third-largest company.

✦ Experience

+ Add a position

Chief Operating Officer [Edit](#)

Exxon

Oil & Energy industry

2009 – 2011 (2 years) | Houston, Texas Area

Promoted to COO of E&P, a newly created position.

- Initially improved business and operating performance for EXXON operations in South America, Africa, Asia-Pacific, North Sea, Alaska, and Iraq (all areas except Russia, continental US, and Canada). Led 15,000 direct reports. Managed \$8B capital budget, \$5B operating budget, and 2 million barrels of daily production.
- Emergency Response to the Deepwater Millenium Oil Spill (2010). Temporarily reassigned to lead EXXON's response.
 - Immediately mobilized a task force of 48,000 people, 7,000 boats, and 150 aircraft.
 - Acted as EXXON "Point Man" during the longest – and most intensely covered – event in TV history.
 - Assembled the world's top engineering and scientific talent.
 - Briefed the Vice President of US, Members of Congress, Governors of the Gulf States, and Cabinet Secretaries
- Led Exxon Global Reorganization (2010–2011): Initiated a sweeping, global reorganization of E&P to ensure the company's viability following the Deepwater Millenium incident.

No recommendations for this position [Ask for a recommendation](#)

President, Exxon Alaska [Edit](#)

Exxon

Oil & Energy industry

2006 – 2008 (2 years) | Houston, Texas Area

Took charge of EXXON Alaska and quickly turned around a major problem area for the company. Fixed problems and restored profitability much faster than expected.

- Within 12 months, satisfied all the congressional committees, which concluded their hearings. Within 15 months, settled all of the state and federal claims against EXXON.
- Rebuilt relations with the government of Alaska and federal regulators.
- Improved employee morale. Restored profitability and met business targets for two consecutive years.

No recommendations for this position [Ask for a recommendation](#)

President Exxon Russia Sakhalin [Edit](#)

Exxon

Oil & Energy industry

2005 – 2006 (1 year) | Moscow, Russian Federation

Established a JV operating company in the Netherlands, the first JV of its kind for Rosneft (state oil company of Russia). Set up legal prerequisites to do business in Russia and strengthened EXXON-Rosneft relationships.

No recommendations for this position [Ask for a recommendation](#)

VP, North Sea Operations [Edit](#)

Exxon

Oil & Energy industry

2003 – 2005 (2 years) | Oslo Area, Norway

Improved the P&L bottom line by increasing production efficiency. Streamlined operations, cut waste, and introduced enhanced oil recovery.

Refocused strategy on growth areas west of Shetland, which turned around a trend of shrinking oil-and-gas production.

No recommendations for this position [Ask for a recommendation](#)

✚ Education

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Texas A&M [Edit](#)

BSME, Mechanical Engineering

1979 – 1983

You can [add activities and societies](#) you participated in at this school.

No recommendations for this education [Request Recommendations](#)

Notes: This person led the emergency response to the Deepwater Horizon Oil Spill. A very accomplished, high-profile client.