

# TANNER HIGHTOWER-WILSON

## OBJECTIVE

Creative, detail-oriented individual with excellent customer service and communication skills seeking a position in the Oil & Gas industry. Offering experience in Account Management and Sales. Recent Master of Legal Studies, Oil, Gas & Energy Law graduate from the University of Oklahoma.

## WORK EXPERIENCE

### TUBULAR INSPECTION PRODUCTS

Account Manager/Sales Manager

March 2019 – July 2020

- Maintained and established relationships, strategically identified potential clients and created a plan to pursue partnership opportunities
- Responded to new and existing client needs and requests by coordinating and overseeing the involvement of Design and Project Management
- Developed strategic growth plans, strategic client initiatives, and tactical action items needed to increase sales from new and existing clients
- Interacted with Operations to maintain an understanding of the company's operational capabilities
- Generated new leads by making cold calls and maintaining an awareness of new businesses openings in the area

### CHEMTECH SERVICES

Service Technician

May 2018 – March 2019

- Selected the correct products based on the customer's needs, project specifications and applicable regulations to make sure the oil was acceptable for transportation
- Built relationships with the customers to promote long-term business growth and established great communication
- Monitored and managed product inventory to support chemical program
- Maintained and submitted records for program treatment, well failures and the operational costs of fixing the well
- Specialized in the setup, maintenance, and overall operations of chemical pumps in the field

### NEW MEXICO MILITARY INSTITUTE

Assistant Sports Information Director

March 2016 – May 2018

- Designed and created marketing strategies to enhance the athletic department's brand
- Created extensive content design to maintain the college athletics website
- Maintained a variety of social media channels for the athletic department to increase awareness
- Created persuasive messaging to meet brand goals and needs
- Conceptualized and implemented graphic design elements of all web content to conform with the standards



## CONTACT

### TANNER HIGHTOWER-WILSON

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## EDUCATION

### UNIVERSITY OF OKLAHOMA

August 2018 – May 2020  
Master of Legal Studies, Oil, Gas &  
Energy Law

### EASTERN NEW MEXICO UNIVERSITY

January 2013 – May 2016  
Bachelor of Science, Communication  
with an Emphasis in Public Relations

### NEW MEXICO MILITARY INSTITUTE

August 2011 – December 2012  
Associate, in Arts

## REFERENCES

### Clay Faulkenberry

Business Development – RK Supply  
Clay.faulkenberry@rksupply.net  
432.288.0665

### Tanor Tinley

Projects Manager – Lotus, LLC  
Tanor.tinley@lotusllc.com  
432.425.1323

### Clint Williamson

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