

# RUSSELL LAFITTE

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## EDUCATION

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**THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business, Austin, TX** **May 2018**

**Master of Business Administration**, Concentration in Energy Finance

- GPA 3.76
- GMAT: 710
- Technical Committee for Wall Street for McCombs; Member of Energy Finance Group and MBA Brewing Association

**THE UNIVERSITY OF TEXAS AT AUSTIN, Cockrell School of Engineering, Austin, TX** **August 2010**

**Bachelor of Science in Mechanical Engineering**, Minor in Biochemistry

- Three-time recipient of Chevron Phillips merit-based scholarship; philanthropy and social chair, Kappa Alpha Order

## EXPERIENCE

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**CREDIT SUISSE SECURITIES (USA), LLC, Houston, TX** **Summer 2017**

**Summer Associate, Investment Banking Oil & Gas Americas**

**MBA INVESTMENT FUND, LLC, Austin, TX** **2016 – Present**

**Portfolio Manager: Energy, Industrials, Materials, and Utilities Group**

- One of 16 students selected to actively manage value and growth portfolios with total AUM of approximately \$23M
- First Place for the 2016 stock pitch competition among 9 teams

**BAKER HUGHES, INC., Houston, TX and Casper, WY** **2010 – 2016**

*Global oilfield service company that delivers technological solutions to oil and gas operators*

**Completions Engineering Advisor, In-House at Hess Corporation (2014 – 2016)**

- Recognized market need for improved oil and gas completion technologies and directed cross-functional team across five departments to generate 65% of 2015 new product revenue for North America Completions
- Identified strategic opportunities that helped Hess improve production by 20% and estimated ultimate recovery by 13%
- Improved client relationship, profit margins, and product reliability to make Hess the largest North America account with annual revenues in excess of \$100M
- Executed the largest North America Completions sale for Q4 2015, generating roughly 10% of all quarterly revenue by presenting opportunity for Hess to utilize leftover CapEx budget to purchase discounted, slow-moving equipment
- Grew North America market share approximately 10% by securing additional work with two new clients in North Dakota
- Selected to lead over a dozen technical lectures and facility tours for customers and Baker Hughes employees

**District Engineer, Central Rockies Completions (2012 – 2014)**

- Selected and prepared the most cost-effective completion technologies to meet customer needs by applying knowledge of product applications, hydraulic fracturing, and well environments in the Denver-Julesburg Basin
- Improved job execution and financial planning to achieve over \$55M in annual revenue growth—120% YoY growth
- Managed personnel and logistics as an operations coordinator for the two largest operators in the Rockies region
- Supervised over 50 equipment installations at customer well sites and received the highest annual performance rating

**Completions Design Engineer, Operations and Technical Support (2010 – 2012)**

- Managed design standards to streamline manufacturing, lower costs, and reduce inventory through modular assemblies
- Completed over 100 equipment design modifications and feasibility studies to meet specific customer requirements
- Led design review teams for the two largest offshore tenders for the year—BP and ExxonMobil
- Promoted to tech support engineer six months ahead of schedule; uniquely selected for field operations role

## ADDITIONAL

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- Engineer-In-Training (EIT), Texas Board of Professional Engineers
- Patent pending, multilateral well completion technology to reduce CapEx and improve installation efficiency
- Three-time champion and executive chef for charitable chili cook-off team; organize and compete regularly in regional events against professional teams and restaurants
- **Work Eligibility:** Eligible to work in the United States with no restrictions