

CLAYTON E. MONTGUARD

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Highly motivated MBA graduate with experience in marketing and executive management. Strategic and creative thinker with effective communication and writing skills. Detail-oriented and experienced in multi-task management. Proven ability to develop strong client relationships quickly and to promote teamwork. Solid financial accounting/budgeting skills. Key strengths and experience encompass:

- Sales/Marketing Plan Development
 - Revenue Growth Strategies
 - Business Development
 - Contract Negotiations
 - Market Analysis
 - Financial Analysis
 - Brand Management
 - Profit Maximization
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Professional Experience

Free-lance Petroleum Consultant – Memphis, TN 2001-Present

- Hired as Director of Sales to start up operations for an international technology company.
- Primary focus to generate a successful sales and marketing program in the Southwestern United States.
- Initiate and generate contacts and interest from major players.
- Developed new business through cold calling identified targets.
- Evaluation and marketing analysis for major capital ventures by petroleum distributors.

TANDY OIL COMPANY, INC, New Orleans, Louisiana 1998-2001

Vice President/General Manager

- Directed all functions of an independently owned petroleum distributorship that employed 650 employees and produced \$240 million in sales annually.
- Personally handpicked and hired six key management employees.
- Negotiated vendor contracts and signed major supplier agreements.
- Established daily cash flow procedures and monthly forecasts.

Key Accomplishments:

- Participated in total corporate reorganization plan that resulted in the company emerging from two major acquisitions to a successful integration within 12 months.
- Identified/oversaw the resolution of a major accounting backlog, redesigned and restaffed the accounting department.
- Reduced operating inventories that resulted in savings of over \$1 million.
- Selected new accounting and retail store operating systems in order to meet deadline for Y2K compliancy.

OIL MARKETEERS, INC, Houston, Texas 1982-1998

National Marketing Manager

1994-1998

- Managed the sales team to consistently high performance levels in marketing fleet sales through establishment of sales process requirements, and compensation plan.
- Secured business from high-profile customers including Dynamite, Mash, and Arthur Mills, Inc.
- Conducted national sales presentations for corporate personnel.
- Responsible for operations of six unattended fleet fueling facilities located in Florida.
- Developed annual operating and capital expenditure budgets.

Key Accomplishments:

- Launched a successful commercial fleet program for wholesale and retail marketing.
- Achieved profitability by the end of the second year.
- Successfully developed the program through hiring/training six sales representatives and various marketing programs.
- Designed and developed marketing brochures, training videos and direct mail campaigns.
- Developed and implemented strategic business/marketing plans.

OIL MARKETEERS, INC (continued)**Financial/Administrative Coordinator – Wholesale Branded Marketing** 1991-1994

- Assisted customers in strategic planning and evaluation of proposed acquisitions and capital expenditures.
- Devised and implemented national sales promotions with major manufacturers and distributors.
- Prepared marketing sales report; presented quarterly sales presentation to senior management.
- Evaluated competitors branded franchise programs and recommended changes to senior management.

Key Accomplishments:

- Analyzed and critiqued existing customer base to improve selection criteria and increase profitability.
- Developed a financial model to evaluate future profitability of potential accounts, that became a corporate requirement for all future proposals.
- Selected for the following special assignments:

Temporary Sales Manager – Five State Region, Des Moines, IA 1993

- Established corporate policies and procedures.
- Customized promotions for marketing region.
- Resolved backlog of customer problems and initiated new customer accounts.

Operations Coordinator, Houston, Texas 1991-1992

- Directed refined product sales and distribution for a major customer operating under Chapter 11 reorganization.
- Responsible for product scheduling, credit management, profit and loss reports, and served as a liaison with financial institutions.

Troubleshooter, Aruba (New Business Venture) 1990

- Resolved financial and administrative backlog, established policies and procedures, hired/trained accounting staff.
- Estimated to be a six-month operation - established smooth operations in four months.

Coordinator – Special Projects/Analysis 1987-1990

- Assistant to the Senior Vice President of refining, marketing and supply.
- After one year, given 95% creative liberty with annual performance presentations to the international banking community.
- Evaluated proposed acquisitions and capital expenditures.
- Coordinated personnel administration for a division consisting of 2000 employees.
- Directed field refining/marketing personnel in the evaluation of business operations in response to independent consulting study results.
- Analyzed commodities futures market for strategic planning purposes with respect to production, inventory, and purchases/sales activity.

Financial Analyst/Accountant 1982-1987**Education****University of Houston**, Houston, Texas – MBA, GPA 3.30-4.0 1990**Thiel College**, Greenville, Pennsylvania – BA, Business Administration/Accounting
GPA 3.49-4.0, Graduated Cum Laude 1979