

ARIANE J. MESTELLE

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PROFESSIONAL EXPERIENCE

The Vibe Wellness Studio

Apr 2016 – Jan 2019

Studio provides a comprehensive wellness program that focuses on fitness, hydration, nutrition, and detoxification of the individual with little time commitment and minimal impact to the body. Our clients are a mix of ages and fitness levels that are proactive with regards to their health and well-being.

President and Owner

- ♦ Researched, developed and executed business plan from conception
- ♦ Handled all PR, marketing, and communications efforts, improving overall company image through website creation and maintenance, social media, monthly newsletters, networking events, and proactive client relationship development
- ♦ Built and maintained supply chain relationships with equipment manufacturers for distributorship
- ♦ Initially performed and then managed all accounting functions of the firm (A/P, A/R, payroll, cash flow projections, budgeting, etc.)
- ♦ Responsible for employee recruitment and retention to include all aspects of human resources, sourcing, security, recruiting and staffing
- ♦ Executed on real estate negotiations, build out and design of space
- ♦ Negotiated partnerships with complimentary businesses in community to create drive revenue
- ♦ Handled book of private clients

Valerus Field Solutions, LP Member of the SNC-Lavalin Group

Jan 2014 – Apr 2016

In early 2014, Valerus was acquired by Kentz Corporation Limited, a global engineering, construction management and technical support services company in the oil and gas sector. In August 2014, Kentz and its subsidiary Valerus were acquired by SNC-Lavalin Group Inc., strengthening its position as a global Tier-1 engineering and construction company. Valerus, a wholly-owned subsidiary of Kentz and Member of the SNC-Lavalin Group, is a worldwide leader in integrated oil and gas handling and processing. Valerus manufactures reciprocating compressor packages, production equipment, gas processing solutions and liquid separation systems, and provides engineering, procurement, construction and commissioning and startup services.

Director, Sales

- ♦ Develops and implements strategic marketing plans and sales plans and forecasts to achieve corporate objectives for products and services.
- ♦ Develops and manages sales operating budget and sales compensation plan
- ♦ Develops and recommends product positioning, packaging, and pricing strategy to produce the highest possible long-term market share
- ♦ Monitors competitor products, sales and marketing activities
- ♦ Establishes and maintains relationships with industry influencers and key strategic partners.
- ♦ Directs sales forecasting activities and sets performance goals accordingly.
- ♦ Directs staffing, training, and performance evaluations to develop and control sales and marketing programs.
- ♦ Directs market channel development activity and coordinates sales distribution by establishing sales territories, quotas, and goals.
- ♦ Represents company at trade association meetings to promote product.
- ♦ Meets with key clients, assisting sales representative with maintaining relationships and negotiating and closing deals.
- ♦ Analyzes and controls expenditures of division to conform to budgetary requirements.
- ♦ Reviews and analyzes sales performances against programs, quotes and plans to determine effectiveness.

Valerus Compression Services, LP

Sept 2010 – Jan 2014

Valerus was founded in 2003 and is a privately held provider of natural gas handling services, including natural gas compression, processing, and treating. Valerus is currently one of the largest privately owned compression services companies worldwide and on November 2, 2009 added over \$500 million dollars to its company investment funds through a capital venture transaction with TPG Capital of Fort Worth, TX for a percentage of majority ownership.

Director, Corporate Business Development

- ♦ Responsible for support and success of sales force in West US (Permian, Rockies, STX/Houston)
- ♦ Penetration and strategy support of key accounts / Foster high level relationships
- ♦ Develop, deploy, and standardize analytics
- ♦ Institutionalize best practices across regions and lead internal teams to execute on committed solutions

Director of Sales/Ops Analysis & Strategy

- ♦ Completed Miller Heiman Training
- ♦ Winner of 2011 Global Stevie Award for Sales Transformation

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- Instrumental in creating the “Premier Account” design for Strategic Account group
- Re-designed Domestic Sales group including sales structure, territory alignment, and rollout of Incentive Compensation program
- Working with industry data and consultant group, developed a potential index for territories based on ability to generate revenue by product line and split sales force into Field/City Sales.
- Jan-June 2011 (*Interim Regional Sales Manager – MidCon South, Dallas office*): Recruited and staffed 12 sales representatives as well as held together three major strategic accounts after firing of previous regional manager. Hired my replacement in June.

Exterran Holdings, Inc.

Aug 2007 – Sept 2010

Exterran Holdings, Inc. was incorporated on February 2, 2007 as Iliad Holdings, Inc., a wholly-owned subsidiary of Universal Compression Holdings, Inc., and thereafter changed its name to Exterran Holdings, Inc. This company was formed as a result of the merger between Universal Compression and Hanover. Merger was completed August 2007. Exterran has over 10,000 full time employees and generated revenue of 2.54 billion in 2007.

Business Intelligence Director

- Develop and maintain ways to analyze and assess key customers and industry trends within the oil & gas industry
- Manage, create, and maintain monthly/quarterly activity reports by product line and other key performance indicators provided directly to Executive Leadership Team (COO, CFO, President, and Senior VP’s)
- Align processes across department lines with creation/development of new reports to ensure accuracy of reporting to executive management
- Responsible for Global Conversion to Sales CRM system: align procedures, train personnel, and create reporting for Eastern Hemisphere, Latin America and North America
- Member of Merger Integration Team that was responsible for establishment of procedures, validation testing, and reporting
- Managed group responsible for 2007 and 2008 North American Sales Meeting structure and content
- Determine risk and marketability of products into new markets and report findings to Executive Leadership Team
- Manage two analysts for North America East and West Region that support sales and business unit management

Hanover Compressor Company

Nov 2004 – Aug 2007

Hanover is engaged in full service natural gas compression business and a provider of operations, maintenance, service and equipment for oil and natural gas production, processing and transportation applications.

Senior Marketing Analyst (Apr 2006 – Aug 2007)

- Prepare and evaluate economic analysis relating to the deployment of new or existing assets
- Analysis of acquisition and Whitepaper on Rotary Screws completed with two engineers to determine economics of build
- Instituted processes and managed a \$2 million price increase (monthly run rate) on our domestic rental fleet
- One of two operations people selected to provide information and analysis for merger approval to DOJ (February – August 2007)

Financial Analyst (Sept 2005 – Apr 2006)

- Developed monthly financial booklet for Manufacturing and Engineering global locations as well as standardized process for QPR
- Whitepaper on Production Equipment strategy presented to Executive Leadership Team
- Worked with Manufacturing Consulting firm (DBA) to develop KPI’s for manufacturing facilities

Small Business Financial and Office Management Consultant

Feb 2004 – Nov 2004

- Evaluated accounting software and assessed needs of corporation to determine if current system was sufficient
- Streamlined processes and instituted controls to increase efficiency of office then originated and documented all procedures in manual
- Performed account analysis and set up a weekly reporting system

Tympany Medical, Houston, TX

Nov 2002 – Feb 2004

Tympany Inc. is a start-up company that manufactures and sells the Otogram, an automated hearing testing device. This device allows primary care physicians and remote ENT’s to test patients without an audiologist or a soundproof booth. The cost of each device is roughly \$30-\$35k.

Business Development / Financial Controller

- In conjunction with CEO, prepared presentation to outside investors each month detailing financial activity
- Sales presentations delivered to multiple doctors at Kaiser Medical, Stanford ENT, and Contra Costa Ear Clinic that resulted in budget approval and purchase
- Traveled the U.S. to promote and develop interest in new product – instrumental in opening up new territories (states)
- Opened Northern CA territory and achieved top results in company, then followed with Louisiana territory

Argus Corporation, Redford, MI

Sept 2001 – Sept 2002

Argus Corporation is engaged in the design, engineering, research, and development of prototype parts for the automotive industry and the manufacturing of material handling equipment for the Big 3 automakers.

Controller

- Responsible for cash management, processing of payroll and payroll tax returns / reports, and sales and use tax reports
- Worked in conjunction with Operations Manager to create inventory system that accounted for WIP and finished goods accurately in Oracle system
- Conduct forecasting, insurance reviews and administration of liability, bonding – 401(k), officer life and disability, and worker's comp program
- Responsible for all bank reconciliations and account reconciliations done in conjunction with month-end close
- Manage accounting systems and procedures to include the recording of cash receipts and disbursements, receivables and payables.
- Monitor facilities leases and time reporting system
- Negotiate contracts and foster relations with banking professionals
- Enforce credit and collection policies and billing procedures
- Provide human resource management of the Argus 401(k) plan, working cooperative with third-party administrator, attorneys, and CPA's. Personnel file maintenance of W-4's I-9's, 401(k) plan loans and repayments, etc. Recruit, train, supervise, handle disciplinary actions and conduct performance evaluations of accounting personnel. Enforce personnel policies and maintain manuals. Conduct insurance reviews and administration of Health, Disability and Group Life.

Dana Corporation

Jun 1998 – Sept 2001

(Financial Management Training Program)

Dana Corporation is a global leader in the design, engineering, and manufacture of value-added products and systems for automotive, commercial, and off-highway vehicle manufacturers and their related aftermarket. Dana employs approximately 70,000 people worldwide. Founded in 1904 and headquartered in Toledo, Ohio, Dana operates hundreds of technology, manufacturing, and customer service facilities in 34 countries.

Assistant Controller, Plymouth, MN (Mar 2001 – Sept 2001)

- Scheduled, supervised and managed department of seven accounting and IS personnel
- Coordinated all aspects of budgeting and forecasting, operational expense analysis and maintenance, financial closing and reporting, management payroll, internal control and management reporting
- Performed burden studies / rate development, inventory control, I/C billing and reconciliation of major accounts
- Executed variance analysis, inventory reconciliation, fixed asset accounting, product costing and overall cost control

Internal Auditor, Toledo, OH (Jun 2000 – Mar 2001)

- Performed detailed review and analysis of internal operating controls, financial reporting systems, inventory, and supporting documentation
- Maintained effective communication with upper management and traveled to other corporate locations to assess existing financial operating systems and make recommendations

Cost Accountant / Plant Trainee, Milwaukee, WI (Jun 1998 – Jun 2000)

- Assisted in all aspects of plant accounting and operation including accounts payable and accounts receivable processing, bank reconciliations, account reconciliations, financial closing and reporting, WIP, and inventory control
- Participated in work center improvement projects and worked in collaboration with purchasing department to eliminate paperwork and upgrade processing systems
- Attended Dana University, worked on Victor Reinz gold team in collaborative effort to win Quality Award for our facility, served on internal audit team within own plant, and performed in multiple Kaizen Blitzes to increase efficiency and performance

EDUCATION

HILLSDALE COLLEGE, Hillsdale, Michigan

Bachelor of Arts – Finance (1998)

Minor: German

Graduated: Cum Laude