

Résumé



Larry K. West
President
MonolithMedia

5151 Edloe, Suite 13308
Houston, Texas 77005
Direct: 713 661 6858
Mobile: 832 419 5282
Email: lkw@monolithmedia.com
Web: www.monolithmedia.com
Skype: larry.west41

Personal Statement:

I am considered a company leader by my peers as well as somebody that can work at all levels within a company. With proven international and domestic diplomatic, marketing and sales skills, my associates consider me to have excellent ambassadorial skills with a focus in facilitating, identifying, and qualifying business opportunities. My ability to bridge multi-cultural gaps has successfully allowed me to negotiate and close several business contracts throughout the energy, technology, and manufacturing industries. I believe this started with being raised on a ranch in central California, being a rough neck in the oil and gas business for a drilling company from Bakersfield, California, a journeyman lineman, tower-man and a crew foreman for a large California based utility (PG&E) company all help to evolved into a strong work ethic.

Education:

Bachelor of Arts-San Jose State University-Political Sciences

Professional Experience:

My career started as a Contract Advisor to many enterprises in 1963 to 1969, primarily Southeast Asia.

As corporate founder of West & Associates, (1970-1990), dealing with magnets and ceramics for Sumitomo Special Metals (SSMC) of Tokyo, Japan plus we represented Kusan Plastic and worked in all phases of plastics using different firms for; design, prototypes, pre-production tooling, class A production tools, finishing and molding for the computer industry, we developed company revenues in excess of One Hundred and Sixty Million Dollars (total staff, five) with a client base that included IBM, Intel, Xerox, Apple, HP, Tandon, ITT, DEC, Seagate and several others. We utilized ambassadorial and marketing skills along with our ability to bridge multi-cultural gaps in order to develop markets. Gross sales revenues for hi-tech items were approximately four billion dollars globally.

During the First Gulf War; my team and I worked with Saudi/Kuwaiti associates on the negotiations for developing the mobilization funds to extinguish the fires in the Kuwait oil fields. It was through similar close relationships in Saudi Arabia and the Saudi Embassy in Washington, D.C. that I was asked to join Aures Energy LLC of Houston, Texas by its major investor. I, along with the help of the Chairman of Aures its Secretary Treasurer, successfully cleaned up the corporate books and sold the company.

During my tenure with Aures Energy, I chaired the "Sudan Opportunities Consortium" (SOC), and headed up the team of International Geologists / Geophysicists on the ranking and selection of block 15, Red Sea Coast and block 12 Onshore Interior of The Sudan.

From 2010 to the present I have been operating as a business consultant for new and existing companies that are looking to expand their markets, increase sales revenues, and secure additional operating capital.

Sincerely,



Larry K. West