

BRIAN PIERI

337 Crystal Hills Blvd, Manitou Springs, CO 80829 · 719-964-1859

[Email Brian](#) · [LinkedIn Profile](#) · [Web Resume](#)

20+ years dedicated to the Origination, Sales, and Marketing within the Energy Vertical. Varied roles in both team environments and leadership in the last 10 years. Averaged over \$50mm in annual NPV as a result of developing, implementing, and executing unique sales and marketing strategies. Effectively skilled in sales, negotiation, communication, speaking, and implementation.

EXPERIENCE

MAY, 2019 – PRESENT

VICE PRESIDENT - MARKETING SUNDANCE ENERGY, INC.

Originated and negotiated strategic transactions representing over \$70mm NPV. Responsible for Origination, Trading, Marketing, Hedging for a \$400mm Firm.

OCTOBER, 2012 – APRIL, 2019

VICE PRESIDENT – MARKETING LINN ENERGY LLC

Prospected and secured transactions representing over \$500mm NPV. Responsible for Origination, Trading, Marketing, Hedging for a \$5B Firm. Through a multi-year sales and marketing strategy, positioned the organization to capitalize on that strategy and execute highly accretive deals.

JUNE, 2011 – OCTOBER, 2012

DIRECTOR - SUPPLY & MARKETING PACIFIC SUMMIT ENERGY

Established and created an entirely new trading portfolio from scratch. Developed a pipeline process to establish new customers and develop the longer cycle sales to execution for large transactions.

APRIL, 2010 – MAY, 2011

DIRECTOR - SUPPLY & MARKETING AMERICAN MIDSTREAM PARTNERS

Developed and implemented a sales and marketing strategy that integrated assets and created new services to provide customers. Originated \$2mm in EBIT within the first 5 months using that strategy.

JULY, 2007 – MARCH, 2010

MANAGER - WEST ORIGINATION LOUIS DREYFUS ENERGY SERVICES

Established and developed an entirely new customer base that consistently delivered over \$5mm in annual EBIT contribution.

JAN, 1992 – JULY, 2007

TRADING - MARKETING, MANAGEMENT VARIOUS COMPANIES

Held various roles at multiple organizations that provided the building blocks for future opportunities. This included three start-ups with an integral contribution in sales and marketing.

EDUCATION

DECEMBER 2015

M.S. ACCOUNTING REGIS UNIVERSITY

DECEMBER 1992

B.A. SPEECH COMMUNICATIONS TEXAS A&M

Minor in Marketing and Economics

SKILLS

- ❖ Highly motivated innovation development
- ❖ Unique strategy implementation expertise
- ❖ New market formulation
- ❖ Business Development
- ❖ Sales, Marketing and Origination
- ❖ Concept Strategy and Implementation

ABOUT ME ...

Brian grew up in Texas and spent his first 37 years in Houston/College Station. In the early 2000s, Brian met the love of his life ,Amy, and started a family. The family moved to Colorado in 2007 to enjoy the outdoors, beautiful weather, sports, and friends.

In addition to our active family life, we enjoy music, travel, theater, art, and philosophy. In addition to family activites, Brian enjoys music, travel, theater, art, and philosophy.

CONSIDERATIONS AND REAL TALK

Ok, let's be honest. You have read this far – you might want to consider having a phone call to discuss how we might be able to help one another. I am happy to have a call with you **(719-964-1859)** with you to discuss how my unique background could help you – no appointment needed.

You can also [EMAIL ME](#).

Over the last 20 plus years, with each opportunity, I was able to develop unique and profitable strategies within each business using marketing and sales techniques that are proven to deliver results. Each organization provided unique opportunities and challenges which were difficult to implement, yet at each organization I was able to deliver financial results that provided **AT LEAST 100% IRR**.

At this point, I will leave it with you to call. You will not know unless you make that call!