Victor Alvarez

Consulting Principal

Houston, TX · (713) 555-0161 · victor.alvarez@email.com · linkedin.com/in/victoralvarez

SUMMARY

Consulting principal with 15 years in energy and industrial consulting, accountable for a $20M book of business across operators, utilities and midstream companies. Sets account strategy, sells and shapes large transformation programs, leads teams of up to 30, and serves as senior advisor to client executive committees.

EXPERIENCE

Consulting Principal

02/2021 - Present

Bayou City Consulting — Houston, TX

Energy and industrial consulting firm with 600 staff.

- Own a **$20M** annual book of business across 7 energy and utility clients.
- Sell and oversee transformation programs of up to $6M, with delivery teams of up to 30.
- Advise client executive committees on capital planning, cost reduction and energy transition strategy.
- Built a utilities offering that added 4 new clients and $5M in first-year revenue.

Senior Manager

06/2016 - 01/2021

Galveston Bay Advisors — Houston, TX

Operations and strategy consultancy for oil and gas companies.

- Led 10 cost and operating model engagements for upstream and midstream operators.
- Delivered a maintenance program that cut a refinery's unplanned downtime 28%.
- Wrote proposals and statements of work for $30M in pursuits, winning 60% by value.
- Developed 6 managers through formal mentoring and project leadership roles.

Consulting Manager

08/2011 - 05/2016

Gulf Coast Management Partners — Houston, TX

Management consulting firm for industrial companies.

- Managed procurement and supply chain projects for 8 industrial clients.
- Built Excel cost models that identified $45M in supplier savings.
- Ran steering committee meetings and executive readouts for client leadership.
- Grew the firm's procurement practice from 4 to 15 consultants in 3 years.

SKILLS

Account Strategy

Operating Model

Cost Reduction

Capital Planning

Energy Transition

Procurement • Supply Chain

Excel • Mentoring

Leadership

EDUCATION

Master of Business Administration

05/2011

Rice University, Jones Graduate School of Business

Houston, TX

Finance and Strategy