

JEFF MONK

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PROFESSIONAL SUMMARY

Energy Sector Executive | Product Development | Business Development | Sales & Strategic Growth

Seasoned executive with over two decades of leadership experience across the energy and technology sectors, including power generation, oil & gas, and digital transformation. Proven success in driving revenue growth, building and leading high-performance teams, and cultivating strategic partnerships. Held senior roles at leading companies such as Microsoft, GE, and Siemens. Known for consistently exceeding objectives, deep market insight, cross-functional leadership, and a relentless focus on client outcomes.

EXPERIENCE

WAUKESHA GAS ENGINES, Houston TX

Director of Business Development

February 2024 – Present

- Leading business development initiatives for industrial gas engine solutions.
- Identifying growth opportunities and expanding channel partnerships across global energy markets.

PROENERGY, Houston TX

Director of Global Sales

June 2023 – February 2024

- Directed a global team responsible for sales of new gas turbines, major overhauls, spares and in-field services.
- Drove customer acquisition and expanded client relationships in key sectors.

MICROSOFT, Houston TX

US Energy Industry Leader

January 2019 – June 2023

- Led nationwide engagement and promoted digital transformation through cloud and AI technologies with top energy clients in Power & Utility sectors.
- Qualified and orchestrated partnerships and developed long-term growth strategies with end users, professional services firms, and industry specific software solution providers.
- Face of Microsoft within Energy sector C-Suite, leading CxO engagements, delivering keynotes, case studies, and webinars.

SAS INSTITUTE, Houston TX

Oil & Gas Team Leader

August 2017 – December 2018

- Led a global account management team focused on providing advanced analytics solutions to oil & gas companies.
- Provided voice of customer and strategic insight to drive platform development and fit-for-purpose offerings.

ENERGY ALLOYS, Houston TX

Director, Strategic Accounts Team

November 2016 – April 2017

- Managed strategic sales and client relationships with key oilfield services firms.
- Developed tailored account strategies to support customer performance and growth.

GE OIL & GAS, Houston TX

Director, Strategic Accounts Team

January 2015 – August 2016

- Directed a team of account executives responsible for North American E&P firms.
- Managed C-Suite relationships, organizing and leading engagements between GE's Chairman and CEO and CEOs across the oil & gas sector.
- Successfully executed co-development programs with customers in the development of new transformative technologies, including asset performance management, artificial lift systems, and industrial gas turbine solutions.

GE OIL & GAS, Houston TX

Strategic Account Executive

January 2013 – January 2015

- Directed strategic accounts with global oil & gas clients, managing multibillion-dollar portfolios.
- Launched GE's first enterprise level strategic accounts program aimed at integrating commercial resources from existing GE product lines and newly acquired manufacturers.

GE ENERGY, Houston TX

New Unit Sales Leader, Gas Turbines

September 2008 – January 2013

- Drove new unit sales for aeroderivative gas turbines (20–100 MW) in domestic and international markets.
- Recognized for consistently exceeding quota, developing new markets and leading cross functional teams.

SIEMENS POWER TRANSMISSION & DISTRIBUTION, Houston TX

Oil & Gas Industry Leader

April 2005 – September 2008

- Led sales for medium voltage switchgear, high voltage switchgear and power transformers.

MONK ENGINEERING, Houston TX

Sales Associate

January 1998 – April 2005

- Led business development and sales for manufacturer's representative firm.
- Responsible for the direct sales of capital equipment, including industrial water treatment systems, balance of plant for simple and combined cycle power generation, NOx reduction systems, cooling towers, flare systems, process and refining equipment.

EDUCATION AND TRAINING

UNIVERSITY OF KANSAS – Bachelor's Degree - 1998

GE CROTONVILLE LEADERSHIP TRAINING – Management Development Course - 2013

SIX SIGMA – Green Belt - 2009