

# JIMMY THEOC

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## SUMMARY

Strategic operations executive with expertise in driving growth through innovation and relationship management. Established a Center of Excellence that boosted margins by over 10% and successfully launched a \$3M direct-to-consumer installation business, now dedicated to developing AI-driven solutions for the energy sector.

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## EXPERIENCE

### Founder & CEO, 01/2026 - Current

#### LEAD LEDGER PRO LLC - Houston, TX

- Built and launched B2B SaaS relationship intelligence platform covering 21 Gulf Coast refining and chemical facilities across 12 markets (TX/LA), with 40,000+ verified contacts across 1,362 companies.

### Sales Director — Pressure Management, 05/2024 - 01/2026

#### PUFFER-SWEIVEN - Houston, TX

- Negotiated a 3-year exclusive commercial deal generating \$2.5m annually through an extensive commercial initiative, increasing the scope by an additional \$500k/year in isolation valves.

### Associate Director — DTC Venture Build, 11/2021 - 05/2024

#### KOHLER CO. - Houston, TX

- Chosen to launch innovative direct-to-consumer installation business for \$10b global brand.

### Sales Manager — Competitive Displacement, 08/2019 - 11/2021

#### PUFFER-SWEIVEN - Houston, TX

- Elevated segment from \$10m to \$15m in two years, resulting in 50% growth.

### District Manager, 04/2018 - 07/2019

#### RAWSON / INDUSTRIAL CONTROLS - Houston, TX

- Directed 38 employees in sales, operations, and service to enhance team collaboration and performance in Houston, Beaumont and Freeport.

### Branch Manager, 05/2015 - 03/2018

#### DISTRIBUTION NOW - La Porte, TX

- Transformed underperforming branch, achieving \$500K annual profit increase.

### Branch Manager | Account Manager, 01/2005 - 05/2015

#### FERGUSON ENTERPRISES - San Jose, CA



## CONTACT

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## SKILLS

- Process Improvements
  - Contract Negotiation
  - Data Analysis
  - Strategic Planning
  - Software integration
  - Business strategy
  - Sales negotiation
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## WEBSITES & SOCIAL LINKS

- <https://jimmytheoc.carrd.co/>
- <https://execgraphenergy.com/>
- <https://www.neuralpressbiz.com/>

- Led \$35M industrial PVF branch with 34 employees, achieving 40% revenue growth and 31.5% increase in profitability.
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## **EDUCATION**

**Master of Business Administration (MBA), Business Strategy, 12/2021**

**Rice University, Jones Graduate School of Business** - Houston, TX

**Bachelor of Arts, Business Administration, 12/2004**

**University of Florida** - Gainesville, FL