

Basim Mousilli

Technology Consultant

(832) 212-0111

basim@mousilli.com

www.basimmousilli.com

Over 22 years of experience in enterprise business and technology strategy, leading systems analysis, design and large-scale implementations across multiple industries for Fortune 500 clients around the world (North America, South America, Europe, Middle East, Africa and Asia)

Leadership

Managing Director, Insert Fuel (Houston)

2020 - Present

- Built a SaaS CRM technology automation platform powered by AI to reduce operational expenses, increase sales and enhance the speed of delivery and customer experience
- Won \$10M deal with Chevron and \$1.6M deal with Shell for Digital Transformation work
- Sold \$2M in subscription software revenue in the energy, legal and healthcare industries
- Helped CFOs reduce their billing cycle time by 70% and COOs reduce their fulfillment delivery time by 90% using AI and Automation (base vs. after digital transformation)

Senior Manager, Accenture (Houston)

2018 - 2020

- Sold \$5M in revenue, managed teams of 20-50 people, spoke at 3 industry conferences
- Led digital transformation strategy and digital roadmaps for multiple clients; oversaw agile design and development from concept (MVP pilots) to full-scale deployment
- Managed 5 complex, large-scale enterprise digital transformation projects, including:
 - Developing a mobile app for a CTO to reduce operational maintenance costs
 - Data management and analytics for the 2nd largest company in the world
 - Accounting transformation for 2 CEOs to improve financial reporting practices
 - Financial strategy for a CFO to improve capital allocation decision making
 - Change management to help 150 staff adapt to new automation ways of working

Technical Sales, Halliburton (Dubai)

2013 - 2018

- Sold \$4M (closed revenue) in year 1; generated \$20M in interest (new pipeline) in software & services sales through demos, pilots, proposals and speaking at conferences
- Led solutions advisory as the #1 focal point for the end-to-end lifecycle of drilling, production and economics, training 67 sales reps how to sell 13 software applications
- Created 20 business cases with clients to help maximize production and reduce OPEX and non-productive time to sell enterprise cloud, data analytics and automation solutions
- Grew sales from \$0 to \$18M for new products with 3 solution partners, developing the go-to-market strategy for the enterprise platform to sell to more than 100 clients

Project Manager, Shell (Brunei)

2009 - 2013

- Built a complete digital oilfield from dirt to full automation (hardware, software, data)
- Managed \$10M project, delivered *under budget* and *ahead of schedule* by 14 days
- Reduced cycle time by 78% thereby increasing operating efficiency in 10 process areas
- Helped save \$50M in CAPEX by drilling 14 smart wells onshore vs. offshore (traditional)

- Led a team of 23 people to build the hardware, software, data connections, roles and responsibilities and the procedures to operate the entire oilfield from startup to shutdown
- Built 11 collaboration facilities; designed 35 work processes; defined 9 new staff roles
- Won 1st place award for being the first completely digital oilfield in E&P Asia Magazine

Senior Consultant, SAIC (Nigeria & Oman)

2006 - 2008

- Designed a “command-and-control” digital oilfield by defining the operational strategy, work procedures and technology required for remote monitoring and control automation
- Created military-grade emergency response procedures and exception-based surveillance work processes to enable remote data collection, automation and control
- Built a visualization dashboard to monitor production issues and emergency alerts, better connecting engineers to operators for improved data analysis & decision making
- Analyzed work processes and suggested improvements to enhance production, reduce deferment, and increase uptime of equipment availability

Technology Analyst, Accenture (Houston)

2004 - 2006

- Learned the basic skills of how to be a Technology Consultant, including requirements gathering, systems integration and client engagement protocols from 6 small projects:
 - **Training Development:** Designed, developed and deployed 49 web-based training courses with detailed job procedures for HR and Finance functions
 - **Process Analysis & Design:** Analyzed detailed workflows of Maximo Supply Chain software changes to define functional requirements for development team
 - **Organizational Change Management:** Determined current state of end user IT capabilities evaluating job performer gaps across various skill pool levels
 - **Front End Software Development:** Developed an order forecasting system to predict delivery schedules for gas stations based on sales trends...all in Spanish!
 - **Back End Database Development:** Learned SQL database design and administration through a franchise portal making forms, reports and admin scripts
 - **Testing & Defect Management:** Tested forms, reports and interfaces for Blockbuster vs. Netflix, issuing 900 defects to the offshore development team

Education & Skills

BBA, University of Houston

- **Major:** Management Information Systems
- President of Honor Society (2003 - 2004)
- Graduated Top 10%

Business Skills

- Digital Transformation
- Sales, Communications
- Proposal Development
- Project Management
- Change Management

Technical Skills

- Artificial Intelligence
- Process Automation
- Systems Integration
- Data Management
- CRM & ERP Systems

Languages Spoken

- English, Arabic, Spanish

Programming Languages

- Java / JavaScript
- C / C++
- SQL / PHP
- HTML / CSS

Countries Worked In

- USA (30 Years)
- Brunei (4 Years)
- Dubai (2 Years)
- Colombia (1 Year)
- Oman (9 Months)
- Syria (9 Months)
- Nigeria (3 Months)
- Jordan (2 Months)
- Holland (1 Month)

Favorite Hobbies

- Reading & Writing
- Yoga & Meditation
- Travel & Adventure

Interesting Qualifications

- Certified Fitness Trainer
- Storytelling Coach
- Marketing Expert

Musical Instruments

- Oud, Viola, Piano