

Jacob DePalm  
JDePalm81@Gmail.com  
(724) 516-7921

501 Hecla Road  
Mt. Pleasant, PA 15666

---

**Education:** B.A. West Virginia University; Business Marketing, GPA: 3.0  
Graduation: 2006

**Skills:** **Strong closing skills;** I have 12 years of experience closing sales and land transactions.

**Problem solving skills;** I work well under pressure, especially in high performance industries. Most of my success has stemmed from being able to overcome objections and find solutions to problems.

**Self-Motivated;** nearly all of my employment history has been in positions with minimal supervision, pride for my work combined with my consistently positive mental attitude is what keeps me motivated.

**Computational Skills:** Microsoft Office Suite; Excel, Word, Power Point.

---

**Work Experience:**

- **BOP Land Services** – Landman, 5/1/13 – Present, Project Manager 1/1/14 – 12/31/14

Contracted to work on O&G leasing project in Pennsylvania.

**Responsibilities:**

- Develop relationships with landowners to negotiate oil and gas leases and educate landowners about phases of production
- Set appointments by phone, email, or direct face to face contact
- Liaison between landowners and client
- Facilitate contracted landmen
- Mineral title research
- Notarize Pennsylvania Memorandums and O&G Leases
- AAPL Active Member

- **Purple Land Management** – Landman, 8/12/13 – 4/30/13

Contracted to work on O&G leasing projects in Pennsylvania & Ohio for drilling operators such as Range Resources, Gulfport Energy, and AEP.

**Responsibilities:**

- Developed relationships with landowners to negotiate oil and gas leases and educate landowners about phases of production
- Set appointments by phone, email, or direct face to face contact
- Liaison between landowners and client
- Train and help facilitate entry level landmen by bringing them into the field
- Mineral title research
- Notarize Pennsylvania Memorandums and O&G Leases
- AAPL Active Member

- **Alpha Seismic Group** – Permit Agent / Title Agent, 3/6/2011 to 3/20/2013

Contracted to work on O&G exploration projects in Pennsylvania & Ohio

**Responsibilities:**

- Developed relationships with landowners to permit for geophysical testing

- Liaison between landowners and client during operations
- Mineral title research
- Worked closely with operations crew to ensure accurate scheduling with landowners and work dates.
- Provided support to landowners and crew during operations

- **All State Permit Services** - Permit Agent / Title Agent, 9/1/2009 to 3/5/2011

Contracted to work on O&G exploration projects in Pennsylvania

**Responsibilities:**

- Developed relationships with landowners to permit for geophysical testing
- Liaison between landowners and client during operations
- Mineral title research
- Worked closely with operations crew to ensure accurate scheduling with landowners and work dates.
- Provided support to landowners and crew during operations

- **VIP Wireless & I-mobile LLC** – Sales / Operations Manager, 10/1/2005 to 8/1/2009

**Responsibilities:**

- Sales consultant: Fitting customers into qualifying rate plans, equipment, and accessories.
- Sales Manager: Lead sales consultant/small B2B rep. Responsible for individual as well as store goals. Required to hire and train sales consultants.
- Operations Manager: Facilitate overall store performance. Sales, customer service responses, manage inventory and store profit margin.