

Joe Penska

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Experienced, hard-working, Senior ROW and Land Agent seeking a position in the Western Pennsylvania area to utilize my project management skills, and industry knowledge in order to allow for career growth and continued professional development within the Oil & Gas Industry.

WORK EXPERIENCE:

Honor Resources, (CNX) Senior Right of Way Land Agent

April, 2018-Nov, 2018

- ♦ Purchased routes for multi-line pipeline ROW's
- ♦ Acquired rights of way for above ground high voltage powerlines
- ♦ Purchased temporary above-ground waterline
- ♦ Obtained permissions to walk and survey
- ♦ Worked with surveyors, engineers, and routers on preferred routes, as well as alternate routes simultaneously.
- ♦ Kept real time updates on web-based system for progress
- ♦ Performed route walks to look for environmental constraints

AJP Land Services, *President & Contract Land Agent* (Butler County)

Aug, 2016 – Mar, 2018

► *Dudley Land Services, (Penn Energy) Contract Land Agent*

- ♦ Signed over 400 leases since starting the project
- ♦ Closed key tracts to extend laterals within time sensitive units
- ♦ Developed new Units through closing large acreage tracts
- ♦ Identified and leased correct O&G owners with reservation issues
- ♦ Signed more acres, with a lower cost per acre, than any other land agent
- ♦ Promoted to curative and surface agent after only 10 months

Cinco Land Management (Chevron), *Contract Land Agent*

Aug, 2015 – Aug, 2016

- ♦ Signed 38 of 39 key leases with land owners in Marshall Co, WV
- ♦ Responsible for title research, at the county courthouse, for my defined unit
- ♦ Researched, contacted and closed 30 interests in a key heirship
- ♦ Resigned extensions within my unit, with 92% success rate

Rex Energy, *In-House Senior Land Agent*

May, 2012 – Feb, 2015

- ♦ Researched and closed 26 miles pipeline ROW's with 82 landowners
- ♦ Routed and closed 15 miles of temporary waterlines 50 landowners
- ♦ Negotiated and 17 well pad sites, 19 access roads, and 17 impoundment locations
- ♦ Developed new units for production through prospecting and closing key leases that added over \$100 million to potential revenue stream
- ♦ Responsible for weekly progress reports to Executive Management
- ♦ Responsible for \$30 million leasing budget for lease acquisitions in Western Pa
- ♦ Collaborated with legal department to prepare all leases, surface use agreements, ROW's, location consents, settlement, releases, extensions, curative items, and other associated land documents
- ♦ Oversaw all leasing for the \$120 million, 210,000 acre "Shell Acquisition"

Western Land Services (Rex Energy), *Contract Landman*

Oct, 2009 - May, 2012

- ♦ Closed over 30,000 + acres and 3,000 lease deals which ranks number 1 all time for total acres, leases, and closing ratio for Yellow Creek project
- ♦ Closing ratio of 93% on potential Lessors
- ♦ Prospected and cold called an average of 20 new clients on a weekly basis

Duncan Land & Energy (Vista Resources, CNX, PDC, Novus-Tenaska),**Apr, 2007 – Oct, 2009***Contract Landman*

- ◆ Signed over 50 leases in my first 3 months out of training
- ◆ Performed third party lease checks at county courthouses to determine availability
- ◆ Received extensive classroom and field training from industry veterans
- ◆ Received multiple pay increases and bonuses for work performed

WORK EXPERIENCE CONTINUED:**HALE Corporation, District Sales Manager****Feb, 2006 – May, 2007**

- ◆ Responsible for all of the hiring and training of all Sales Reps (Pittsburgh area)
- ◆ Ran the #1 office, in sales, for 2006, Set National record for sales
- ◆ Trained the national “Fast Start” record holder (Nov 06)
- ◆ Trained the #1 Branch Manager nationwide
- ◆ Held weekly meetings and workshops to teach and motivate all sales representatives

Unifirst Corporation, Sales Representative**May, 2002- Feb, 2006**

- ◆ Responsible for all prospecting and new sales in Westmoreland County area
- ◆ Closed a major national account for 70 Locations across the US
- ◆ Grew territory revenue by over \$1 million dollars
- ◆ Ranked Number 1 in sales and closing ratio, South Western PA, YTD (2004 – 2005)

Vector Marketing Corporation, District Sales Manager, (1998 – 2002)**Feb, 1998 - May, 2002**

- ◆ Responsible for interviewing people for sales representative positions
- ◆ Trained the #1 sales rep for the Pittsburgh Division in 2001 (1000+ sales reps)
- ◆ Hired, trained, and managed 5 assistant managers and 2 branches
- ◆ Responsible for over \$1 Million in career sales, all through cold calls and prospecting
- ◆ Had a 984 percent increase in sales for 2001
- ◆ Number one branch based on sales with over \$100,000 (Western PA)
- ◆ Organized and took 41 sales reps to Chicago for international sales conferences
- ◆ Received award for top assistant manager in Western Pennsylvania
- ◆ Responsible for mentoring of other field representatives
- ◆ Received ten (10) Division-Level sales awards
- ◆ Was the top sales rep in 1999 in the Greensburg district offices (six offices, aprox 600 sales reps)
- ◆ Achieved Presidents Club honors and letter from corporate CEO

EDUCATION:**University of Pittsburgh****April, 2001**

- ◆ Bachelor of Arts, Communication

COMPUTER SKILLS:

- ◆ Proficient in Microsoft Word, Excel, Power Point, Adobe, and Publisher
- ◆ Excellent skills with mapping and unit designation, ArcGIS, GIS
- ◆ Knowledgeable of web-based landowner tools

CREDENTIALS:

- ◆ AAPL Member # 85746
- ◆ IADC RigPass Id# 191033
- ◆ Registered Pennsylvania & West Virginia Notary Public

References

Mr. David Rodgers

Former, Sr. Director of Land (Direct Supervisor)
Rex Energy
330-257-1013

Mr. Shawn Malinish

Former Sales Manager at Unifirst (Direct Supervisor)
Current Regional Sales Manager
National Safety Apparel
814-590-3605

Mr. Justin Lohr

President/Contract Agent
JL Acquisitions, LLC
724-875-5001

Mr. Rich Watson

Project Manager
Penn Energy
724-288-1987

Mr. Ed Petronsky

Director of Land Records
Rex Energy
724-494-6162

Mr. Chet Novak

Project Manager
Dudley Land
570-592-2244