
Randal Voyles

OBJECTIVE: Challenging upper management position with P&L responsibility for a leader in the power or petrochemical fields. Willing to relocate domestically or globally.

Key Skills

- Leadership
- P&L Responsibility
- Intercultural Management Skills
- Global Sourcing & Negotiation
- Knowledge of Asian Business
- Risk Management
- Enterprise-level Project Management
- Corporate Strategy

Professional

Director of International Services

Foster Wheeler Power Group, Inc., San Diego, California

May 2001—present



- FW Organized, developed and assumed P&L responsibility for International Services
- FW Generated new business and developed existing customer accounts
 - Established and developed repeatable sales to 5 new customers
 - Took responsibility for \$17M booking target, including sales, proposals, and contract execution
 - Established master working agreements with two customers
- FW Developed overall global business plans and strategies
 - Risk mitigation, cash flow, accounts payable.
 - Responsibility for Department budget liquidations and proposal costs.
 - Established and developed repeatable sales to 5 new customers
- FW Presented the Company's vision to customers around the world
- FW Identified strategic opportunities
- FW Negotiated significant contracts and dispute settlements
- FW Managed teams, delegating and following up critical tasks and deadlines



Zouxian Power Plant
Largest pulverized coal-fired utility boilers in China

General Manager of China Sales and Project Execution

Foster Wheeler Energy China, Beijing, People's Republic of China May 1999—2001

- FW Responsible for 100% of the power sales into the People's Republic of China
- FW Developed sales strategy for FW China
 - Developed future business plans and overall strategy to compete in-country
 - Identified other Chinese markets FW should pursue
 - Executed existing and new-booked projects
 - Identified the net change of the China market
 - Developed a comprehensive strategy for the CFB, HRSG, and pulverizer markets
- FW Prepared white papers on market conditions, technology position, strengths and weakness of FW and competitors
- FW Arranged US EX-IM financing
- FW Restructured the existing organization and extended vendor development
- FW Investigated and assisted in implementation of two new domestic companies capable of working in local currency for the trade of equipment and service
- FW Established and implemented support for all FW companies with market level pricing for projects throughout the world.

Director of Services Engineering

Foster Wheeler Energy, Clinton, New Jersey

1997—1999

- W Assumed responsibility for integration and organization of new services engineering group consisting of combustion, pulverizer, mechanical, and performance groups consisting of 70 individuals with department budgets totaling \$6.5M
- W Maintained 85% of the required resources to provide support for proposals, and contract execution
- W Developed engineering capabilities to manage load peaks
- W Organized and implemented cost reduction for mills, and burners
- W Had technical responsibility for selection and direction for Power Groups R&D projects
 - Was selected for the “High Potential Employee Program”
 - Reduced overall engineering execution and operational costs by 20%
 - Completely redesigned the FW coal burner reducing fabrication cost by 50%
 - Reduced the cost of materials and execution of standard mills by 15%
 - Implemented 3D design tools, documentation controls, and project technical risk profiling.
 - Improved FW tangential firing capabilities and market access.

Major Project Manager

Foster Wheeler Energy, Clinton, New Jersey

1993—1996

- W Took responsibility for execution of awarded contracts of large fossil fuel fired boilers and their auxiliaries
 - Completed contractual commitments, and equipment purchase specifications to vendors
 - Oversaw issuance of instructional notices to purchasing, design, engineering and scheduling
 - Conducted design, documentation, compliance approval and design reviews
 - Was responsible for project expenditures, deliverables, and scope changes
 - Served as point of contact for customer submittals

Projects

Zouxian	2x660 MWG wallfired boiler island
Ezhou	2x350 MWG arch fired PC and fuel handling systems
Hangfang	2x700 MWG arch fired boiler and fuel handling systems

Manager of Product Improvement

Foster Wheeler Energy, Clinton, New Jersey

1993—1993

- W Took responsibility for the coordination of Service Engineering, contract design, manufacturing, and aftermarket resources
- W Improved current designs, identified and resolved known equipment availability problems
- W Upgraded or created engineering standards
 - Identified and presented major cost reduction concepts for CFB product line
 - Led special problem solving task force for CFB solids flow resolution in Petroleum coke units

Senior Commissioning Engineer

Foster Wheeler Energy, Clinton, New Jersey

1984—1993

- W Took responsibility for commissioning and problem analysis of new and existing steam generating units.
- W Duties included:
 - Chemical cleaning
 - Loop checking
 - Logic design & control functional testing

- Operator training
- Warranty compliance
- Direction of start-up personnel and contractors to complete tasks on schedule
- Performance of emission and performance tests required to demonstrate contractual guarantees
- Commissioning of new steam generators, their auxiliaries
- Conducting of extensive outage inspections of numerous units

Projects

Lake Charles, LA	2 x 825 K#/hr INTREX coke CFBs	<i>Nisco</i>
Manitowoc, WI	1 x 200 K#/hr coke and waste CFB	<i>Manitowoc Public Utilities</i>
Mount Camel, PA	1 x 320 K#/hr waste fuel CFB	<i>Foster Wheeler Power Systems</i>
Savannah, GA	1 x 400 K#/hr CFB	<i>Fort Howard Corporation</i>
West Valmy, NV	1 x 280 MWG PC unit	<i>Sierra Pacific Power</i>
Vernal, UT	1 x 440 MWG PC unit	<i>Deseret Gen. & Transmission</i>
Sines, Portugal	1 x 350 MWG PC unit	<i>Sines Power</i>
Liagang, China	2 x 350 MWG PC unit	<i>Liagang</i>

Construction and Construction Management

Foster Wheeler Energy, Clinton, New Jersey

1980—1984

 Served as liaison between Customer, Contractors, and Project Manager

- Developed subcontractor bid packages, design/erection specifications, and scope of work
- Interpreted contracts technically and commercially
- Had responsibility for progress tracking, inspection of piping, electrical and I&C systems, rotating equipment, and vessels, problem and discrepancy resolution.
- Prepared system turnover packages, craft direction, and customer acceptance/testing.

Projects

Groves, TX	<i>American Petrofina</i>
BTX/Sulfolane Units and Isomerization Unit	\$220M, 102M man-hours
Lake Charles, LA	<i>Citgo</i>
HDS Unit Reformer, Amine Unit, Sulfur Recovery Unit, and Major Crude auxiliaries.	\$33M 1M man-hours
Weirton, WV	<i>Weirton Steel</i>
Erection of Gas Fired Steam Generation Unit	\$25M, 500,000 man-hours






Education

Bachelor of Science

Bradley University, Peoria, IL

1976—1980

Company-sponsored training:

-  Management and Employee Law
-  Management and Leadership
-  Work Improvement / Redesign / Vision
-  Financial Management
-  Effective Management

Interests

Woodworking, sailing, astronomy, and mountain biking