

Dear Hiring Manger,

I am available to work Monday through Friday, 8AM-6PM EST time and ready to start within 7 days.

In addition to being a consistent top performer in multiple companies I also do volunteer work and sit on a Board in my county. I've compiled everything to this document for an easy review. Below you will find my resume followed by two referral letters from previous sales managers.

You will see I have owned business's in my past and I'm divested from them all. I point that out so you know I will be 100% focused on this opportunity.

Please see the link to my video here [https://youtu.be/BNiec\\_d7JUE](https://youtu.be/BNiec_d7JUE)

Respectfully,

Tony Kioalicas  
Cell 724-986-7221

# Anthony Kioalicas II

Sales & Marketing Executive

Cell 724-986-7221

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## Professional Summary

Results-driven Sales professional with **20+ years of B2B experience** and a **proven track record** of managing full sales cycles from prospecting to close. Excel at value-based selling, delivering impactful product demonstrations, and guiding prospects through the buyer's journey to drive purchase and adoption of complex solutions.

**7+ years of SaaS sales experience** launching and selling enterprise software solutions, consistently delivering **triple-digit revenue growth** and expanding strategic accounts. Recognized top producer with expertise in self-sourcing high-value opportunities, building pipelines, and closing 6–9 figure deals. Salesforce expert and strong collaborator who thrives in fast-paced, innovative environments.

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## Professional Experience

**Horizontal Wireline                      Sales Specialist                                              May / 25 – Apr / 26**

Responsible for the sales of oilfield wireline services.

- Revived and secured 2 key accounts with troubled histories (inactive since 2018 & 23), demonstrating strong relationship recovery and trust-building skills critical for long-term partnerships

**Baker Hughes / Altus Int    Account Manager                                              Mar / 23 – Apr / 25**

Responsible for the sales of our oilfield tractor services.

- Top Producer in both sales and highest margin in the country at **50%**
- Increased area average deal size value by **15%**
- Altus was purchased by Baker and began merging in October 2023

**Paragonix Tek                                              VP Business Dev.                                              Aug / 22 – Dec / 25**

Paragonix Tek is a robotic tank cleaning service company.

- Founded and scaled a new robotic solutions division, developing go-to-market strategies that drove rapid revenue growth and key enterprise partnerships with municipal and industrial clients.

- Led full sales cycles, conducted technical product demonstrations, and positioned value around safety, automation, and ROI to close complex deals.
- Took revenue from start up **\$0.00 to \$750,000.00**

**Calfrac Well Services**                      **Lead Account Manager**                      **Oct/14 – Aug / 22**

Responsible for selling the oilfield services of fracing and cementing.

- Top producer for multiple years.
- Closed deals greater than **\$100MM**.
- Trained engineers in sales.
- Grew and maxed out cementing service line capacity.

**Weatherford**                      **Technical Sales Consultant**                      **Nov/12 – Oct/14**

Responsible for the sales of completion tools and cementing products.

- Increased Product Line Revenue by **\$2,000,000** (doubled) in 2013
- Ahead of 2014 Projections with **20%** quarter on quarter growth as of October 2014
- Salesforce Trainer
- Products include: Swellable Packers, Inflatable Casing Packer (ACP), Stage Tools, High Pressure Rupture Plug System (HPRP), Sleeve Systems, Float Equipment and Casing Hardware

**PetroSoft**                      **Sales & Marketing Manager**                      **Nov/10 – Nov/12**

PetroSoft provides logistics and back-office software with EDI through a SaaS model to the petroleum industry. Customers include retail operators and fuel distributors.

- Started as a Sales Rep November 2010 promoted to Department Head 3 months later in February of 2011
- Top producer 2011 & 2012 (1 of 5 salespeople)
- Increased Company Revenue **201%** in 2011
- Increased Company Sales **157%** in 2011
- Increased New Account Sales **313%** in 2011
- Launched 2 New Products
- Established corporate partnership with Nielsen increasing the marginal net worth of our customers.
- Designed, organized, and executed marketing campaigns. including web, fax, email, mail, calling campaigns, trade shows, strategic partnerships, and marketing videos.
- Developed team KPI's and ratios to evaluate performance, established training needs and measure marketing programs and sales results.

- Managed the Corporate marketing budget and conducted onsite or web presentations.

**Keola Marketing Group      Sales and Marketing Manager      May/08 – Nov/10**

KMG was an independent marketing company, consisting of 12 sales representatives. KMG acted as the sales arm for an EMR software distributor, medical billing and a practice management companies.

- Provided sales and marketing of EMR software in a SaaS model, medical billing services, and practice management services.
  - Recruited and managed 12 independent sales reps.
  - Developed marketing programs and training for the sales team.
  - Organized and attended trade shows.
  - Consistent top producer among team.
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## **Leadership & Community Involvement**

**Board Member** Washington County Authority | Jan 2026 – Present | Pittsburgh, PA

- Oversee infrastructure projects, gaining deep insight into municipal stakeholder dynamics and complex decision-making processes relevant to enterprise sales.

**Volunteer** The Asservo Project | Mar 2026 – Present | Pittsburgh, PA

- Support the mission to combat human trafficking and aid victim recovery.

**Board Member** K3M | Dec 2015 – 2020 | Pittsburgh, PA

- Supported veterans with benefits navigation, housing, and essentials during crises, honing empathetic leadership and community-focused service.
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## **EDUCATION**

### **Business Administration and Management**

*Slippery Rock University*

GPA: 3.7

**SCROLL DOWN REFERENCE LETTERS BELOW**

**Jose Iguaz**

CIM Sales Manager NAL

Baker Hughes

[Jose.Iguaz@bakerhughes.com](mailto:Jose.Iguaz@bakerhughes.com)

661-384-5337

April 24, 2025

To Whom It May Concern,

I am writing to recommend Tony Kioalicas for a sales or sales manager role within your organization. I had the opportunity to work with Tony at Baker Hughes where he consistently demonstrated strong performance, professionalism, and a collaborative approach to his work. His recent layoff was the result of a broader staff reduction and in no way related to his individual performance, which remained exceptional throughout his tenure and after his release.

In 2024, Tony achieved the highest total revenue in his territory in the product lines history. He also set a new record for the highest single-month sales in March 2025. In recognition of these accomplishments, he received a raise and was granted stock during that same period.

Alongside his sales achievements, Tony is someone who is dependable, easy to work with, a great communicator and well-regarded by his colleagues. He brings a thoughtful, solutions-oriented mindset to his work and is equally effective working independently or as part of a team.

Tony would be a valuable addition to any sales organization. Please feel free to contact me if you would like further information.

Sincerely,

**Jose Iguaz**

CIM Sales Manager NAL  
Baker Hughes



**Calfrac Well Services Corp.**

*717-17<sup>th</sup> Street, Suite 1445 Denver, Colorado 80202*

*Direct: (303) 293-2931 Fax: (303) 293-2939*

***Toll Free 24 Hours: 1.866.210.FRAC (3722)***

August 15, 2022

To whom it may concern:

I am very pleased to write this letter of recommendation on behalf of Tony Kioalicas. Tony was employed at Calfrac Well Services as a Lead Account Manager for almost 8 years. I quickly realized during the interview process that he was a very highly motivated salesman and would aide in business development in our northeast division. His first week at Calfrac, he was able to introduce several prospective clients and eventually win business with them in a very challenging market.

Since hiring Tony, I have realized his motivation isn't only applied to bringing new business to Calfrac, but also better understanding the details of our organization and applying the motivation towards bettering our company. He was able to quickly realize that our northeast division was struggling with effective communication through the different departments. He focused on scheduling meetings with the operations and engineering teams, involving them in sales calls, mutual cross training sessions, and making field visits. These meetings and cross training sessions not only improved communication and trust between groups, but elevated everyone's knowledge of the teams responsibilities.

Tony is very driven and continues reaching for additional knowledge and career development. His constant focus on results, communication, and the desire to teach and learn has made a large impact on our company. I am thankful to have had Tony as a part of our team and would recommend he be a part of yours.

Sincerely,

Mark Ellingson

Vice President, Sales & Marketing – US Division

Calfrac Well Services Corp.