

G. Simon A. Weiland

Manager, Inside Sales & Marketing

Background & Core Competencies

A versatile, innovative chemical engineer with 9 years experience in modeling and the fundamentals of Gas Treating and Sulfur Processing. Simon has been a part of implementing, troubleshooting and maintaining new and existing features as well as being involved in customer care and training for ProTreat® and SulphurPro® software packages. He has been on both sides of operation for Optimized Gas Treating, Inc. (OGT) first as a software developer and then in a sales role. With that comes an intimate knowledge of both the technical aspects of how software is developed as well as the business aspects for the needs and uses of the software by the end customers. Simon has been a presenter and author of many technical presentations and articles presenting at world renowned conferences and publishing in several major magazine outlets within the oil and gas industry. He has also been a co-presenter for several multi-day technical workshops providing knowledge on key fundamental concepts of both gas treating and sulfur recovery.

Experience

Optimized Gas Treating, Inc. Buda TX (2014 – 2018)

Technical Development Engineer, Technical Development Group

- Expanded the ProTreat® mass transfer rate-based simulator from solely amine treating into the industry standard gas treating simulator capable of modeling sour water, physical solvents, gas dehydration, caustic treating, sulfur recovery and tail gas treating systems
- Develop new features and capabilities into ProTreat® as well as maintaining and troubleshooting existing features.
- Accompany Applications Engineers during customer meetings as a technical resource
- Provide detailed technical support for customers as backup to Business Development

Optimized Gas Treating, Inc. Buda TX (2018 – 2023)

Technical Applications Engineer, Business Development Group

- Retain current business and obtain new business for OGT simulation software
- Create media for advertising and training material
- Coordinate and develop technical papers, workshops in gas treating and sulfur processing, and provide high-level technical support for customers

Optimized Gas Treating, Inc. Buda TX (2023 – Present)

Manager, Inside Sales & Marketing, Business Development Group

- Maintain renewals of all current accounts
- Create media for advertising/marketing and training material
- Provide training and high-level technical support for customers

Education, Training & Certification, Professional Activity

- Negotiate with Influence: Shape Outcomes at the Bargaining Table, Chicago Booth Executive Education, 2021
- Effective Negotiating, Karrass, 2019
- 5-day Sulfur Recovery Technical Training Course, Sulphur Experts, 2015
- 5-day Amine Treating Technical Training Course, Amine Experts, 2014
- University of Oklahoma – B.S. Chemical Engineering, 2014

Publications and Patents

Authored, coauthored or presented over 20 technical papers in gas treating and sulfur recovery