



OLVIN A. HERNÁNDEZ, MBA, PE

Houston, TX | +1-787.307.0085 | olvinh@hdzcapital.net | [LinkedIn](#)

**INNOVATIVE BUSINESS LEADER | OWNER/OPERATOR | SALES ACCELERATOR
SOLUTIONS ENGINEER | OPERATIONAL EXCELLENCE LEADER | TALENT CULTIVATOR**

With a background in spearheading business operations, driving technical sales, and designing innovative, cost-effective engineering solutions, Olvin A. Hernández, MBA, PE, has built a career driving financial growth and expansion for organizations in the most competitive B2B and B2G industries.

He institutes a data-driven approach to architect strategic business plans and operational roadmaps, capitalizes on emerging opportunities, secures high-value contracts/bids, and expands market share while mitigating risk and exposure, navigating complex transactions, and establishing and strengthening customer confidence beyond the scope of work.

EXECUTIVE ASSETS

- Revenue Growth & Market Expansion:** Fuels top-line revenue through strategic sales, business development, and marketing plans while securing high-value contracts and long-term partnerships.
- Operational Efficiency & Scalability:** Optimizes supply chains, streamlines business/technical processes, and implements cost-effective solutions to improve profitability and operational performance.
- Technical & Industry Expertise:** Infuses a deep engineering background with commercial/business acumen to develop innovative solutions, expand service offerings, and strengthen customer relationships.
- Deal Execution & Strategic Leadership:** Backed by an experienced deal team, including legal and financial experts, to ensure successful business acquisitions, contract negotiations, and long-term value creation.

IMPACTS & RESULTS

- Closed \$5MM in new business.
- Steered go-to-market plans to launch new products and gain \$1.2MM in annual revenues throughout shifting economic climates.
- Designed a groundbreaking engineering process that converted a scarce resource into a more available, cost-effective solution for a \$250K increase in business with key clients.
- Negotiated and secured highly lucrative and exclusive contracts, including one to gain licensing for a performance technology (improving client efficiency).

During his time at ProPetro, Olvin directed the design, marketing, and deployment of advanced engineering solutions that directly contributed to significant market expansion, revenue acceleration, and cost reduction while securing licensing, launching new training programs, and leveraging local and sustainable resources.

At Halliburton, he was key in capturing high-value technical sales, optimizing operations, and strengthening client relationships with Fortune 500 companies. He expanded market share by introducing new product lines, generating millions of dollars in revenue. In addition, he pioneered innovative engineering techniques that streamlined operations and minimized risks.

He integrates engineering expertise with business strategy to develop innovative solutions that drive operational efficiency, expand market reach, and foster sustainable revenue growth in competitive industries. Through strategic partnerships, high-stakes negotiations, and technical sales acumen, he builds, leads, and empowers high-performing teams, launches new products, and secures exclusive contracts that position businesses for long-term success.

EDUCATION CERTIFICATIONS

Master of Business Administration (MBA) | Rice University, Jones Graduate School of Business
Bachelor of Science (BS): Chemical Engineering | University of Puerto Rico, Mayagüez
Licensed Professional Engineer (PE) in Texas

Financial	<ul style="list-style-type: none"> ▪ Size: Up to \$8MM valuation ▪ Cash flow/EBITDA: \$500K - \$2MM ▪ Profitability: 15%+ EBITDA/revenue; maintained financial health/profitability during recessions
Company	<ul style="list-style-type: none"> ▪ Industries: B2B, B2G, technical niches, engineering firms, and manufacturing ▪ Established Presence: 10+ years ▪ Location: Texas, Florida, and major metropolitan areas ▪ Customers: Stable customer base with high retention ▪ Identifiable revenue growth: Market expansion, price increases, upsells, and new product launches
Owner	<ul style="list-style-type: none"> ▪ Seeking highly motivated owners ▪ Amenable to facilitating a 3-12 month transition ▪ Dedicated to employee morale and company reputation/legacy post transition

Hallmarks of enduringly profitable businesses: formidable reputation, lack of competition, integration with customers, a small part of customers' costs but, essential to their success.