

Alan Vigner

Business Development & Geophysics Professional

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Summary

Business Development and Geophysics professional with 20+ years' experience across seismic processing, imaging, and commercial expansion in Europe, Middle East, India, and Africa. Proven ability to win new business, build strategic client relationships, and drive growth in both multi-client and proprietary seismic markets.

Core Strengths

- Business Development & Sales — market entry, client engagement, government relations, contract negotiation
- Regional Expertise — Europe focus; Africa, Middle East & India
- Client Solutions — pre-sales, solution design, technical workshops, tender management
- Leadership — mentoring pre-sales teams, coaching junior staff, cross-cultural collaboration
- Technical Edge — seismic imaging, velocity modelling, Python automation

Professional Experience

Principal Solution Consultant — AspenTech

Apr 2018 – Present | Woking, UK

- Supported global pre-sales and client-facing consultancy, influencing multi-million-dollar software sales.
- Delivered technical workshops and proof-of-concepts that converted prospects into long-term clients.
- Represented AspenTech at conferences (EAGE, SPE) to promote solutions and generate leads.
- Led initiatives within the Processing & Imaging Global Community and launched the P&I Global Webinar Series.
- Built strong client relationships across Africa, the Middle East & Europe, advising on seismic workflows.

Founder & Director — GaiaSeis

Jun 2015 – Mar 2018 | London, UK

- Founded a seismic consultancy focused on Africa, the Middle East, and India.
- Led BD strategy via targeted marketing, technical presentations, and direct client engagement.
- Delivered advanced seismic processing demos (noise attenuation, multiple suppression, geobody detection).

Business Development Manager — GeoTeric

Jan 2014 – Jun 2015 | London, UK

- Expanded market presence across North Africa, the Middle East, and India; positioned interpretation software in key accounts.
- Developed and maintained C-level relationships, delivering tailored proposals and securing high-value contracts.
- Mentored junior team members and trained the sales team on Salesforce, improving pipeline visibility and sales efficiency.

Sales Manager — CGG

Apr 2012 – Dec 2013 | Crawley, UK

- Designed and marketed multi-client 2D/3D seismic surveys in Africa.
- Negotiated with governments and regulators (notably Francophone Africa) to secure survey approvals.
- Executed Africa-wide marketing plans, expanding revenue and client base.

Sales Supervisor – Africa — PGS

Jan 2011 – Mar 2012 | Weybridge, UK

- Managed multi-client sales campaigns delivering growth in Africa.
- Forged strategic partnerships and represented PGS at industry conferences.
- Produced impactful marketing material and negotiated licensing agreements.

Senior Geophysicist — PGS

Jul 2006 – Dec 2010 | Weybridge, UK

- Bridged technical and commercial interfaces, presenting to clients and regulators.
- Built technical credibility to support business development engagements.

Education & Training

Postdoctoral Researcher — WesternGeco, Gatwick, UK

Feb 2003 – Feb 2005

Vector fidelity analysis of multi-component acquisition systems; frequency-dependent comparison; seismic data library; publications and international presentations.

PhD Student — IPGP, Paris, France

Sep 1998 – Nov 2002

Analysis and interpretation of vertical and wide-angle seismic reflection datasets in the Aegean crust; field campaigns; processing & interpretation; training on Geovector, Seismic Unix and PSDM at Geomar; supervision of student project.

Skills & Expertise

General

Market analysis, Staff training, Client/Vendor relation, Process improvements, Project management, Leadership, Flexibility, Public speaking, Teamwork, Creative, Mentoring, Problem solving

Geophysics

Seismic Data Processing, Seismic Interpretation, Tomography, Attributes, Illumination, Survey Design, Geobodies, Facies Classification, Echos, GeoDepth, EarthStudy360, SeisEarth, GeoTeric, Seismic Unix, Omega

Systems & Languages

Windows 10/11, Microsoft Office, Unix/Linux, Python, C, C-Shell, Matlab, R

Web

Bootstrap, HTTPS, HTML, PHP, API, JavaScript, Animation, jQuery, CSS, MySQL

Publications

Enhanced Seismic Imaging with LAD-Based LSM: a Case Study

Second EAGE Data Processing Workshop — October 4, 2025

A Complete Workflow for the Estimation and Validation of Seismic Attenuation

85th EAGE Annual Conference & Exhibition 2024 — July 4, 2024

References available on request.