

EMPLOYEE SPOTLIGHT

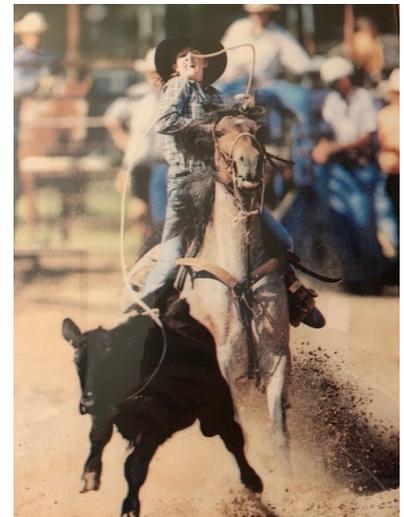
HANNA WALL

Regional Sales Manager



Gravity is pleased to introduce one of our own who has a passion for her job, the respect of so many in her field, and the trust of our customers. This month we make our way to Oklahoma City where Regional Sales Manager, Hanna Wall has been nominated for the employee spotlight by her peers.

Hanna grew up in South Central Oklahoma and was raised by a school-teacher/ principal mother, and a cowboy father. She spent most of her summers on horseback helping her dad rope, working cattle, or traveling to the next rodeo. Her grandparents owned a full-service gas station, and her first full-time job was pumping gas and performing inspections on vehicles. Her grandfather explained daily the importance of oil and gas prices, but she was just trying to make enough money to buy a hot dog and an ice cream from the Dairy Queen across the street. She explained, "The things we learn in life and the hard work that is instilled in us is learned at a very young age. For those of you who have worked cattle in the Oklahoma summer heat with 90% humidity can attest that is one way to test a person's patience, their will to live, and their heart to want to do something different." Given the opportunity, Hanna chose to attend Southeastern Oklahoma State University on a rodeo scholarship.



Hanna struggled in college to decide on a career path. Her stepfather, who was heavily invested in the energy business, took Hanna under his wing. She said "After several father-daughter talks, some educational field experiences, a boatload of patience, and some minor convincing I made the decision to focus my efforts on the Occupational Safety and Health program with every intention to go to work in oil and gas. In May of 2012, I graduated with a Bachelor of Science degree and took my first job at Cimarron Energy as a Safety Technician." She moved to Norman, OK, and those who know her know it pains her to be involved with anything that is associated with the Sooners. "I am a die-hard Oklahoma State fan!" Hanna spent 4 years working for Cimarron and advancing through the management development program. She was fortunate to work in several different aspects of the business from safety, to lean manufacturing, then lastly sales where she quickly found her calling. "Just when I thought I had found my forever home, oil prices dropped in 2015 and I knew I had to make a move with my career. I landed a B.D. role with Konecranes in Tulsa, OK." Although with this position she still had ties to the O&G industry it was not exactly what she enjoyed doing. "At this point in life, I quickly grasped, I can embrace this change and accept it or fall short, which was not happening. In my first year with Konecranes I finished as one of the top five sales representatives. I met some of my dearest friends to this day. I loved my role with Konecranes and grew professionally within the company, but I knew my passion was for sales back in the oil and gas industry."



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In October of 2016, Hanna joined Gravity as a field sales representative, with little experience in the service sector of our industry. "I am thankful Gravity took a chance on me. In my four and half years working for Gravity, I have enjoyed learning about our customers, our products, but most importantly our people. People are what make a company successful. To say 2020 was an eventful year would be an understatement. I am not sad about it being in our rear-view mirror. Although Gravity has undergone the most recent challenging times, I am confident we have overcome, and I look forward to the future of Gravity!"

“ There is a lot I could say about Hanna and her solid work ethic, but what stands out to me is her character and integrity. In what used to be a male-dominated industry, Hanna has quickly made oil and gas her industry and she has done it with hard work and determination to be as good as the best. I can always trust Hanna with any task, and I know it will always be complete and accurate.

Hanna is not only a good sales manager, but she's also a great salesperson that knows how to ask for work. She's very professional and carries herself with a level of confidence that quickly becomes noticeable and respected. She takes her job seriously and expects everyone on her team to do the same. In the short amount of time Hanna has been in a sales leadership role she has exhibited the ability to lead her team exactly as expected, even in the most difficult market that we saw in 2020.”

Mike Sledge
Manager – Corporate Accounts

“ Hanna is a valuable part of the Gravity team. Her attention to detail along with her concern for customer satisfaction drives her team to bring their A-game.”

Chad Wolf
Vice President, Power Generation & Rental Solutions

Thank you Hanna for helping to make Gravity Unstoppable, and congratulations on being selected as the May, 2021 Employee Spotlight!