

E-J Dyer **Street, City, Zip** **Telephone No.**

**I SPEAK THE
LANGUAGE OF
MEN, MACHINERY,
AND MANAGEMENT . . .**



OBJECTIVE Sales of Heavy Equipment

QUALIFICATIONS • Knowledge of heavy equipment, its use and maintenance.
 • Ability to communicate with management and with men in the field.
 • Ability to favorably introduce change in the form of new equipment or new ideas . . . the ability to sell.

EXPERIENCE • Maintained, shipped, budgeted and set allocation priorities for 85 pieces of heavy equipment as head of a 500-man organization (1975–1977).

Men and Machinery • Constructed twelve field operation support complexes, employing a 100-man crew and 19 pieces of heavy equipment (1965–1967).
 • Jack-hammer operator, heavy construction (summers 1956–1957–1958).

Management • Planned, negotiated and executed large-scale equipment purchases on a nation-to-nation level (1972–1974).

Sales • Achieved field customer acceptance of two major new computer-based systems:
 —Equipment inventory control and repair parts expedite system (1968–1971)
 —Decision makers’ training system (1977–1979)
 • Proven leader . . . repeatedly elected or appointed to senior posts.

EDUCATION • B.A. Benedictine College, 1959 (Class President; Yearbook Editor; “Who’s Who in American Colleges”)
 • Naval War College, 1975 (Class President; Graduated “With Highest Distinction”)
 • University of Maryland, 1973–1974 (Chinese Language)
 • Middle Level Management Training Course, 1967–1968 (Class Standing: 1 of 97)

PERSONAL Family: Sharon and our sons Jim (11), Andy (8) and Matt (5) desire to locate in a Mountain State by 1982; however, in the interim will consider a position elsewhere in or outside the United States . . . Health: Excellent . . . Birthdate: December 9, 1937 . . . Completing Military Service with the rank of Lieutenant Colonel, U.S. Marine Corps.

SUMMARY A seeker of challenge . . . experienced, proven and confident of closing the sales for profit.