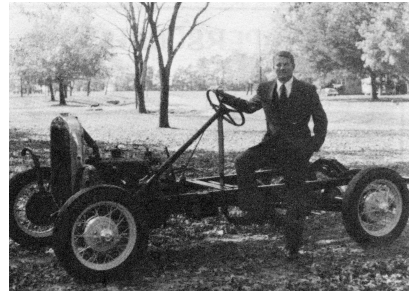


E.-J. DYER

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.