

E-J Dyer

Street, City, Zip

Telephone No.

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



OBJECTIVE	Sales of Heavy Equipment
QUALIFICATIONS	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Planned, negotiated and executed large-scale equipment purchases on a nation-to-nation level (1972-1974).
Sales	<ul style="list-style-type: none">• Achieved field customer acceptance of two major new computer-based systems:<ul style="list-style-type: none">—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	<p>B.A. Benedictine College, 1959 (Class President; Yearbook Editor; "Who's Who in American Colleges")</p> <ul style="list-style-type: none">• 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	<p>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.</p>
SUMMARY	<p>A seeker of challenge . . . experienced, proven and confident of closing the sales for profit.</p>