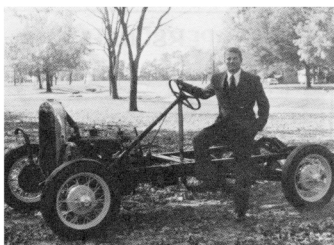


E-J Dyer

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.