

American Sales Technology
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Hank Meira

Objective	To obtain a manufacturer's rep position with a leading manufacturer of heavy duty truck products.		
Education	1992 – 1997	University of Florida	Gainesville, FL
	B.S. Environmental Engineering		
	▪ Graduated with Honors (3.7 GPA)		
	July 2001	Rapport Leadership International	Las Vegas, NV
	Leadership Breakthrough I		
	January 2002	Dale Carnegie Sales Class	Tampa, FL
	Sales Advantage		
	▪ Graduated as Sales Talk Champion for Class		
Work experience	2001 - Present	American Sales Technology	Palm City, FL
	President / Regional Sales Manager		
	▪ Represent manufacturers of heavy duty truck products in the state of Florida with personal sales calls, consistent prospecting, problem solving, and organized sales trips.		
	2000 - 2001	Arcadis Geraghty & Miller	Tampa, FL
	Environmental Engineer		
	▪ Managed Superfund Cleanup for Florida Favorite Fertilizer Site in Lakeland, Florida including management of construction crews, ambient air monitoring, soil sample collection, and groundwater sample collection.		
	▪ Designed groundwater remediation systems for petroleum-contaminated sites, supervised installation of groundwater remediation systems, and performed startup of groundwater remediation systems		
	1998 - 2000	URS Radian	Raleigh, NC
	Environmental Engineer		
	▪ Air quality monitoring of natural gas compressor engines to maintain compliance with air emissions permits.		
	▪ Created Emissions Database for 2 paper mills in order to gain Air Quality Permits in Louisiana.		