

John Beierle

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Professional Profile: Professionally qualified, degreed engineer with over 39 years of sales, management, operation and safety training ☐ Oversaw sales of various products from fuel and chemicals to equipment, machinery, operating systems and related supplies ☐ Coordinated projects at power plants, refineries, chemical plants, and mines including safety and job objective duties.

My experience also includes extensive training on store accounting, management, safety and operation, through the Southland Corporation.

WORK HISTORY

Outside Salesman, June 2016-February 2017, Ward Insulation, Cheyenne, WY

- Oversaw outside sales activities for Eastern and Southern Wyoming
- Conducted and participated in monthly safety meetings
- Bid and estimated government, commercial and residential jobs

Outside/Inside Salesman, August 2014-June 2016, Rexel, Cheyenne, WY

- Oversaw outside sales activities for Eastern and Southern Wyoming
- Acted as Branch Safety Facilitator, conducting and participating in monthly safety meetings
- Worked as Inside Salesman, including counter sales, phone/internet sales, as well as governmental and private bid opportunities
- Delivered sold electrical and safety products throughout Wyoming, Nebraska, and Colorado
- Assisted in working with safety personnel to analyze safe work practices and implement as needed
- Participated in inventory control and annual inventory reconciliation
- Worked in warehouse, receiving and shipping products and supplies
- Attended Regional Sales training meetings, and trade shows
- Assisted Branch Manager and Division personnel in opening new Cheyenne branch and marketing

Territory Sales Manager, Apr 2010 – Jan 2014, Interstate Power Systems, Gillette, WY

- Oversaw sales territories for Eastern and Southern Wyoming
- Attended monthly safety meetings
- Troubleshoot and ran diagnostics on numerous industrial equipment
- Set up safety training for our employees at chemical plants, power plants, and refinery turnarounds
- Assisted in working with safety personnel thru Pics, Browse and IS Networkd
- Inspected and designed underground and surface mining equipment

Fleet Manager, July 2008 - Apr 2010, Tyrrell-Doyle Chevrolet, Cheyenne, WY

- Managed all fleet duties, including bids, specifications, paperwork, ordering and unfitting.
- Attended monthly safety meetings
- Coordinated bid meetings and deliveries for Dyno Nobel, Martin Marietta, Frontier Refining, and other industrial customers

Equipment & Rental Sales, Apr 2008 – June 2008, Western Plains, Cheyenne, WY

- Oversaw sales territory for Laramie and Albany Counties, for construction, oil/gas, plants, and refineries
- Submitted weekly paperwork and attended sales meetings
- Attended sales training
- Delivered equipment as needed and trained customers in safe and proper use
- Helped conduct weekly safety meetings

Territory Sales Manager, Jan 2007 – March 2008, Atech/Trout Machinery, Casper, WY

- Oversaw weekly equipment sales responsibilities for all of eastern Wyoming.
- Weekly route sales
- Expense report/company accounting duties
- Attend training on numerous product lines
- Filled out sealed bid invitations and submitted on equipment purchases
- Conducted weekly safety meetings

Equipment Design Engineer, Sep 1990 – Nov 2006, WYDOT, Cheyenne, WY

- Held weekly safety meetings
- Conduct field investigations on shop construction
- Conduct field operations on equipment suitability
- Write detailed reports on field investigations
- Apply for surface and groundwater / utility permits
- Attend/conduct safety and hazmat training
- Specified and oversaw equipment purchases
- Inspected, tested, and operated heavy equipment
- Prepared annual equipment budget (\$6-7 million/YR)
- Oversaw drilling and exploration activities throughout Wyoming

Hydraulic Engineer, Jul 1989 – Aug 1990, Catey Controls, Billings, MT

- Held weekly safety meetings
- Weekly route sales responsibility for entire state of Wyoming
- Designed hydraulic/pneumatic systems for coal mines, power plants, refineries, etc.
- Conducted training for customers and employees
- Purchased components for repair facility
- Performed inventory control
- Sat on WY-MT Master Mechanic Committees

Engineer/Estimator, Jun 1985 – Jul 1989, Mainline Construction, Billings, MT

- Supervised 8 utility workers on sewer and water construction projects
- Held weekly safety meetings
- Coordinated field designs with city engineers, gas company officials, and other utilities
- Estimated and bid various heavy construction projects, power plants, and refineries
- Accompanied OSHA personnel on inspections

Owner, Jan 1984 – Jun 1989, 7-Eleven Store Owner/Operator, Forsyth, MT

- Performed all duties necessary for day to day operations
- Conducted weekly safety meetings
- Took P.O.S. training and vendor sponsored training
- Managed all employee aspects involved with store

Coal Mine Engineer, May 1978 – Dec 1983, Peter Kiewit and Sons, Hanna, WY

- Designed various mine haul roads, reservoirs, pits, etc.
- Supervised 8 man Truck-Shovel operation
- Conducted cycle time studies and advance mine plans for Truck-Shovel/Dragline stripping operations
- Prepared mining reclamation plans using scrapers, dozers, and draglines
- Designed drill and shoot patterns ahead of overburden operations
- Conducted weekly safety meetings
- Coal contract and environmental compliance negotiations
- Inspected and coordinated underground/surface blasting operations

SKILLS / SPECIAL TRAINING

Refinery BOP training thru WY-MT safety council, Sinclair and Holly Frontier
Safeland/OSHA oilfield safety training
Site specific training, Anadarko, EOG, Barrett
Site specific training Dyno Nobel
Site specific training Simplot Chemicals
Site specific training US Bentonite, American Colloid, BPM
Site specific training FMC, OCI, Tata, Solvay Chemicals
Site specific training Black Hills Power, BEPC, and Pacificcorp
Site specific training Wyoming/Montana Coal Mines
WY-MT Safety Council annual first aid/BEC training, 1990-2005
PKS annual first aid/BEC training, 1979-1984
MSHA/OSHA mine and plant rescue training
Peak Environmental hazmat hazwoper training 2002-2005
Safety Supervisor training thru Ecodyne Tower Services
MSHA annual training 2010-2014
Aerial device safety training thru Versalift to 220 ft.
Martin Engineering Foundations conveyor safety, maintenance, and troubleshooting
WYDOT confined space entry and extraction training
Stephen H. Covey Seven habits of highly effective people training
Flexco Conveyor training and troubleshooting
Terrasource crusher, sizer, and feeder training
WEG electric motor and drive training
7-Eleven vendor/Southland Corp. operational training courses
WYDOT specialized training and computer courses – available upon request
Eagle-Picher underground mine safety and production training

SPECIAL CERTIFICATIONS, LICENSES AND PROFESSIONAL ORGANIZATIONS

American Institute of Mining, Metallurgical, and Petroleum Engineers
Wyoming State Mine Foreman's Certification
Federal Firearms License 1985-1988
WSHEM meetings and committees group
WY-MT Master Mechanics membership and committees
MSHA underground mine surveying and hazard recognition

Education History

Completion Date	Issuing Institution	Location	Qualification	Course of Study
05/1979	University of Wisconsin- Platteville	WI	Bachelor's Degree	Mining Engineering w/ Civil Emphasis

□ Mar 1992 – Apr 1992 Ford Heavy Truck University
Los Angeles, CA

Design and application of commercial trucks for mining, construction, and government operations

□ Nov 1990 – Dec 1990 Northwood's Institute Midland, Michigan

Recommending and specifying equipment for highway construction and maintenance

□ Sep 1974 – May 1979 University of Wisconsin-Platteville
Platteville, Wisconsin

GPA: 3.0

Bachelor of Science Degree:
Mining Engineering w/Civil Emphasis

Jan 1984 – May 1984 Southland Corporation
Total store operation, accounting and management

REFERENCES

Available on request