

George W “Chip” Meyer III

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OBJECTIVE:

To Synergize the Skills, Talents and Education I have Accumulated from Diverse Professions to Obtain a Challenging Position to Complement an Organization. Career Focus toward a Leadership Position in Manufacturing, Sales, Customer Service and/or Employee Development

OVERVIEW:

- An Experienced Sales Professional with Strong Moral and Ethical Values
- Recruited, Supervised, Trained and Developed Successful Sales Professionals from the Ground Up
- Business Owner who Conceived, Built and Managed a successful small company
- Manager of Engineers in both Design and Manufacturing Environments

EXPERIENCE:

Prudential Insurance Company of America, Pittsburgh, PA

Financial and Insurance Sales Professional, 2015- Present

- Build a Financial and Insurance Advising practice.

New York Life Insurance Co., Pittsburgh-Johnstown, PA

Training Director/Development Manager, 2009-2014

- Develop, supervise and manage a sales force of over 125 agents and registered representatives using proven training techniques. Create, design and implement new and innovative ideas to aide in the training process.
- Train and develop each sales professional: the sales process, product knowledge plus state by state regulatory rules and regulations
- Create and elevate a self-sustaining sales professional to the highest standard of conduct

Financial and Insurance Sales Professional, 2000-2003, 2005-2009, 2014-2015

- Build and manage a new client base, selling on a needs based platform from the ground up with focus only on Financial and Insurance products.

Sales Manager/Partner, 2003-2005

- Enhance the General Office by finding candidates looking for a new opportunity
- Train, develop and manage candidates to become self-sufficient business owners

Donner Insurance Agency, Berlin, PA

Associate Agent/Registered Rep, 1995-2000

- Develop, enhance, maintain, and mature a body of over 4000 existing customers utilizing Nationwide Insurance Corporation products.
- Invigorate new sales of existing agency clientele, by enhancing life sales.
- Cultivate and retain a body of target market clientele, by specializing in and focusing on sales pertaining to commercial farming, life, and personal lines of insurance.
- Property and casualty clientele included farm & dairy operations, private individuals and small businesses

Communiqué Systems, Hidden Valley, PA

Owner/President, 1992-1995

- Conceive and build an organization whose primary function is the ownership of a public fax machine distributorship, while following rules and regulations within the Commonwealth of Pennsylvania. Equipment was installed and maintained across Western Pennsylvania.
- Cultivate a viable business by negotiating sales contracts, creating workable budgets, involving marketing strategies, and ultimately servicing the customer.
- Developed working contracts with organizations such as the Pennsylvania Turnpike Commission, the University of Pittsburgh and the Allegheny County Bar Association.

Songer Corporation, Washington, PA

Field Electrical Engineer & Supervisor 1990-1991

- Led a team of 15 engineers and 10 electricians in the redesign and reinstallation of a \$10 million steel melting operation.
- Directed the retrieval of and upgraded the steel melting facility by supervising the installation of new computer technologies that resulted in a modern melting facility.
- Retrieval of equipment for new design came from 4 locations around the United States, responsibilities were to oversee removal of required electro-mechanical equipment. Combine, redesign and install new circuitry and electrical equipment into new process in Utah.

Cavert Wire Co., Uniontown, PA

Plant Engineer 1989-1990

- Designed, directed, and implemented a \$14 million processing project designed to consolidate three manufacturing facilities into a single plant.
- My design incorporated new production equipment into the plant layout that ultimately resulted in the company’s ability to manufacture two new products--annealed and galvanized wire.
- Directed work force during manufacturing process and construction of new facility.

Glenshaw Glass Co. Inc., Glenshaw, PA

Industrial/Project/ Manufacturing/ Plant Engineer 1983-1988

- Management trainee program allowed me to work every department of this manufacturing business in order to learn first-hand how the business operates
- Worked hand in hand with non union and union work force for glass container manufacturer who was known nationwide as a niche market manufacturer.
- Part of a 10 person management production team whose purpose was to maintain production levels and continue production during continual tooling changes. This team also developed annual capital improvement plans.
- Designed and modified manufacturing lines and facility to accommodate the ever changing technology which in turn improved productivity and profitability.
- Worked many engineering positions in different capacities: Design-plant & process layout, Industrial-production time studies and manufacturing efficiency design, Plant-operations, Electrical-hard ware, soft ware and general maintenance.

EDUCATION:

- BS Electrical Engineering Technology, 1978 -1982, University of Pittsburgh, Johnstown, PA
- Life Underwriting Training Council Fellowship, 2000-2009, The American College, Brynmar, PA

INTERESTS:

National Ski Patrol: Alpine Patroller, Hidden Valley Ski Area
Provider of Advanced Outdoor Emergence Care, CPR/AED and Winter First Aid
Trained and Experienced in Emergency Triage and Rescue Management
Member of Hidden Valley Ski Patrol Training Team

Professional Ski Instructors of America: Level II Ski Instructor and Trainer, Hidden Valley Ski Area
Train both General Public and Other Professional Skiers

Outdoor Sports and Recreation