

## AIRCRAFT SALES

### Professional Summary

I expect to associate myself with a professionally driven, well-respected organization by pursuing a challenging, responsible, dynamic and rewarding career and applying my academic knowledge, expertise, skills and enthusiasm, which will assist my career development and contribute effectively to the progress of the organization and our society as well. Areas of expertise include investigative policy research and Statistical Analysis, proven ability to interact effectively with employee and the public in a professional manner. Great team leader with strong organizational skills and formidable work ethic. Seventeen years construction management experience, with industrial and commercial construction jobs valued from four million to hundreds of millions of dollars. Last six years of construction as an owner operator of an Industrial Welding Company. Retired from Ironworkers Local Union 118 Sacramento on December 7, 2001. Went back to school to Utah Valley University in 2005 received a Bachelor degree as a Professional Pilot and A Master's Degree from Arizona State University on December 19, 2012 with a Master's of Science Technology Aviation Management (Human Factors). Supervisory Skills Able to multitask in different areas: Crew resource management Group team leader Aviation Research and Statistical Analysis Task oriented to help improve safety and efficiency in day to day operations. Proficient with the FAA and Department of Transportation standards and regulations that cover Flight rules (FAR and CFR (s)) and Public Airport policy Competent in computer data processing concepts Proficient with verbal communication and visual communication techniques for various programs. Professionally educated to gather information about the human abilities, limitations and characteristics and applying it to tools, machines, systems, tasks, jobs, policies, and their environments to produce a safe, comfortable and effective work environment. Competent to better understand how humans are able to safely and efficiently integrate with technology. With this knowledge one can translate this experience into design, training, standards and policies and to help reinforce individual performances Well versed with, SPSS, Excel, Power Point and some R.

### Skills

#### Work History

02/2013 to Current

Aircraft Sales Company Name " City , State

- Research aircraft in various advertisement media.
- Investigate currency of aircraft within the FAA aircraft data registry.
- Research and investigate if each aircraft is compliant to FAA (FARS and CFR)/DOT standards.
- Research and analyze each component on each aircraft.
- Research and investigate aircraft bluebook for price differentials.
- Help create an appraisal for each aircraft.
- Photo each aircraft and their respective log books for the use of advertisement and to make sure the records are current with proper maintenance and proper weight and balance.
- Help with advertisement and facilitate the sale of each aircraft.

01/2012 to 05/2012

Internship Company Name " City , State

- Airport Safety Inspections (Daily, Weekly and Monthly)
- Investigate, research and analysis of loss of customer retention and fuel purchase income.
- Uphold current State Aviation Laws Revision and New Aviation tax laws Investigate, research and analysis of loss of customer retention and fuel purchase income.
- Authored a new written policy for Line Crews Safety Gear (Vest) and designed them Hess Steel Company C- 60 Licenses.

#### Owner - Operator Company Name

- Supervised and directed crews from four to twentyseven ironworkers.

#### Certified Commercial Welder

- Completed OSHA Safety Training Course.
- UNION IRONWORKERS: LOCAL 118, SACRAMENTO CALIFORNIA Supervised and managed crews from 3 to 40 men.
- Supervise Jobs from tens of thousands to multi-million dollars buildings.
- Supervised on Powerhouses, High Rise buildings, Construction of State Prisons, Highways, Water Treatment Plant, Bridges, and Airports, etc.
- Commercial construction Industrial construction Plan reading Work Breakdown Structures (WBS), Coordinate ground-up projects Subcontractor recruitment/supervision Enforcement of codes and safety regulations Read structural engineering drawings Job site supervision & safety Workflow & project scheduling

#### Education

Graduate Degree : Arizona State University (ASU) - City , State

Master : Science Technology Aviation Management - Human Factors GPA: GPA: 3.5/4.0 Science Technology Aviation Management - Human Factors GPA: 3.5/4.0 Applied Project - (FAA Sponsored) - Title: INVESTIGATION AND ANALYSIS OF 14 CFR PART 67 AND AME GUIDE 47 BEFORE AND AFTER POLICY CHANGE Course Work 33 Units: Aviation Law Aviation Labor Relations International Aviation Aviation Safety and Human Factor Law and Ethics Intermed Statistics Airport Planning and Design Research Techniques and Applications 4 2010

Bachelor of Science : Aviation Science Aviation

Utah Valley University (UVU) - City , State

GPA: GPA: 3.67/4.0 Aviation Science GPA: 3.67/4.0 Aviation Professional Pilot Program Â· Course Works of 120 Units plus General Ed.:Air Transportation ManagementAviation LawCrew Resource Management/Human FactorsSafety and Professional SeminarsIntroduction to Aviation SecurityAviation Insurance/Risk ManagementCorporate Aviation ManagementAirport ManagementGround Training:Private, Instrument, Commercial, Ground InstructorFlight Training:Private, Instrument, Commercial, Flight InstructorTheory of Instruction

4 2008

Certified InstructorAir Traffic Control : General Education

Columbia College - State

GPA: GPA: 3.52/4.0 General Education GPA: 3.52/4.0

12 1982

General Education

American River College - City , State

GPA: GPA: 3.2 /4.0GP General Education GPA: 3.2 /4.0GP

Accomplishments

- Private Pilot Certificate Instrument Certificate Single Engine Commercial Rating Twin Commercial Rating Ground Instructor Rating 20 Hours Sim Time for King Air B200.
- Train at Mather Air field with Sim Check.
- Welding Certificates.
- 6010.
- 7018.
- 202.
- 211 Nickel High production flux core.
- 232.

Skills

Photo, balance, Bridges, C, Dec 7, estimating, Instructor, Instruction, Insurance, Labor Relations, leadership, Law, Works, reading, Read, recruitment, Research, Risk Management, Safety, scheduling, Seminars, Statistics, supervision, tax, Transportation, Welding, Workflow, written Additional Information

- PERSONAL DATA AND ACCOMPLISHMENTS: Brown Belt in Tae Kwon Do Coached Pop Warner Football team to a Super Bowl Championship. Went back to school in 2005 Â 2012 and received my Bachelor and Master's degree in Aviation Enjoy the outdoors, spending time with my family, Scuba Diving (since 1975), Flying General Aviation Airplanes Restore Antique Cars Avid Motorcycle Rider. Volunteer with Tuolumne Recreation Department Coaching Â Soccer, Baseball, and Football. Coached Middle School Boys/Girls Basketball (6th, 7th, & 8th graders)