

RICHARD S. HANSON, P.O. Box 356, Pelican Rapids, MN 56572 218-850-7589
rickh@loretel.net

PROFESSIONAL SUMMARY

Looking to change careers into sales and service. Driven, highly motivated installation supervisor in the food and dairy industry with over 30 years of experience in the installation of spray dryers, evaporators and cheese equipment. Proven organizational and planning skills; excellent track record for completing and managing installation jobs with demanding deadlines.

SKILLS

- Client relations
- Vendor relations
- Project management
- Outside parts sales
- Outside construction services
- Project planning
- Set up sales calls
- Self-directed
- Project parts ordering
- Supervise
- Manage
- Direct others
- Strong verbal communication
- Dependable
- Organized manpower
- Customer service

WORK EXPERIENCE

Relco LLC

PO Box 1689, Wilmar, MN 56201

Construction Supervisor/Parts Sales & Service

January 30th 2014 – April 7th 2020

- Equipment manufacturer in the dairy industry

C.E. Rogers Company

PO Box 118, Mora, MN 55051

- Equipment manufacturer in the dairy industry

February 1st 1988 – January 23rd 2014

Installation Supervisor/Sales

- Set up sales calls with existing clients
- Researched to generate new customers
- Liaison between customer and manufacturer
- Knowledgeable in CRM, Proposify, Microsoft Excel, Microsoft Word and quote write ups
- Organize manpower for projects and coordinate the work of multiple contractors
- Manage projects up to 20 million dollars with completion bonuses
- Achieved production goals by getting projects done on time and on budget
- Ensure that all health and safety guidelines are followed
- Maintain company equipment and inventory
- Supervise employees to perform assembly and installation of equipment
- Prepare and maintain production reports and personnel records
- Experience with MIG and TIG welders, Plasma and cutting tools
- Review equipment schedules and orders concerning inventory requirements

EDUCATION

Associate of Arts: Electrical Lineman 1982 Wadena Area Vocational Technical Institute
Wadena, MN 56482

