

10 Woodside Dr.
Montoursville, PA 17754

Cell (570) 447-9524

Wayne H. Harris

EDUCATION

Bloomsburg University, Bloomsburg, PA
24 graduate credits in Education

California University, California, PA
B.S. in Education,

Major Field of interest Industrial Arts

Including courses in:

- Power Technology
 - Communications
 - Design and Materials
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HIGHLIGHTS OF EXPERIENCE

Self Employed, Independent Sales Representative

Current

Management and sales of industrial woodworking machinery.
Prospecting for new business and continuing sales of existing customers.

Hermance Machine Co., Williamsport, PA, Sales Representative

1992 - 2008

Independent management Southeast Pennsylvania industrial woodworking machine sales.
Cold calling on industrial accounts with an extensive product line.

Good's City Mills, Williamsport, PA, Salesman

1991

Promoted sales of bakery and food products to bakeries, restaurants, schools, etc.
Initiated cold calls that resulted in 22 new accounts in less than 6 months.

Par-Way Tryson Co., Costa Mesa, CA, Sales Representative

1986 - 1991

Sales management of food release oil in the Northeast.
Directed food brokers in implementation of sales procedures and distribution.
Called on wholesale distributors and supermarket headquarters.
Generated sales increases of over 30% in first three years.
Ranked #1 in sales.

Blast Intermediate Unit #17, Williamsport, PA, Educator

1975 - 1985

Responsible for planning, developing, and teaching an occupational program for special education students.
Liaison to Community College faculty and staff.
Implemented a model program of vocational education for handicapped students.

Selinsgrove School District, Selinsgrove, PA, Educator

1974 - 1975

Planned and implemented an instructional high school level graphic arts program.

ACTIVITIES AND AFFILIATIONS

Wrestling Coach and Official: High school and collegiate level.

Sunday School Superintendent: Director of four assistants and planned adult programs.

Hobbies: Golfing, cross-country skiing, hunting, carpentry and singing.

References are available upon request.