

## Resume

Glen A. Plumley

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### OBJECTIVE:

To contribute my experience and talent to a dedicated team of professionals within the engineering, manufacturing, technical or scientific fields; specifically in the capacity as a technical writer or marketing executive.

### RECENT CAREER PRECIS:

Student, Indiana University of Pennsylvania

Provost Scholar

Outstanding Third Year Student in the English Bachelor of Arts Program

Webmaster:

IUP English Department

WIUP – Student run radio

New Growth Arts Review

Publications:

Spring 2008 New Growth Arts Review

“Hermetically Sealed, Individually Wrapped” - Short Fiction

“Myepic” – Poetry

“Standing Room Only” - Photography

“Variations on an Ashtray in G minor” – Photography

“...in a perfect world.” – Photography

Presenter:

IUP English Undergraduate Conference, Fall 2007

EAPSU English Conference, Fall 2008

CEO, Designer, Programmer and Founder – LetMeCheck.net: An Internet Start-up catering to restaurant professionals within high flux markets such as State College, PA home of the Pennsylvania State University. Upon completion, the web site will provide real-time demographic and event data to aid in cost reduction through providing restaurant management with accurate hotel industry booking forecasts, local weather, event scheduling and attendance.

**2004 – 2005 Quintech Electronics Indiana, Pa.**

#### **Account Manager**

Responsible for outside sales of RF matrix switching systems to Television Broadcast and Cable Distributors including, but not limited to NBC New York, MSNBC, Fox, Telemundo, and ESPN

**2000 - 2004 TriPoint Global – General Dynamics Satcom State College, PA**

#### **USA/Asia/Pacific Rim Accounts Manager and Sales Engineer**

- Increased total customer sales by over 17% while improving EBITA by as much as 12% within first year of managing US Key and Potential Key customers.
- Sole Representative of the Electronic Products Division of TPG at Sat 2000 and 2001, NAB 2001, AsiaSat 2002 and CommunicAsia 2002 - Satellite Communications Trade Shows.
- Developed and executed initial sales program for the debut of TriPoint Global's ModuMax 1000w, 800w and 500w C, and Ku-Band modular solid state amplifiers. This \$100,000 plus, list price product was, and still is, the industry leader and the company's flag-ship product.
- As Sales Engineer, developed and executed technical training for Asian Key and Potential Key distributor accounts in Singapore, Taiwan, Kuala Lumpur, Beijing and Hong Kong.
- Led Electronic Products Division bookings for 2001, 2002 and 2003.
- Instrumental in both the implementation of both corporate and departmental Kaizen effort and ISO certification 2003.



## COMENDATIONS:

COMNAVAIRPAC Engineer of the Quarter 1983 (chosen from a field of over 15,000 sailors)

USS Constellation Engineer of the Month April 1983

USS Constellation Engineer of the Quarter 2nd Quarter 1983

Numerous Citations for outstanding performance of Duty including three command and two unit citations

As a crew member and engineering department leader:

CONAVAIRPAC Engineering Excellence “E”

CONAVAIRPAC Battle Readiness “E”

## EDUCATION:

**1988-1989** Community College of Rhode Island - Mathematics Major

**1989-1990** Rhode Island College – Providence, RI - Secondary Physics Education / Math  
Double Major

**2006 to present:** Indiana University of Pennsylvania, English BA, third year

## OTHER SKILLS:

Digital Photographer

Percussionist

### **Adept with:**

Macromedia Dreamweaver 2004MX, 8, and CS4 Web Development Software

Macromedia Flash and Fireworks Graphics and Animation Software

Adobe Photoshop Digital Photographic Software

Corel Graphics Suite 12

Microsoft Word, Excel, PowerPoint, and Publisher Office Tools

Microsoft Access Database Management Software with SQL

PHP 5.2.0 server-side HTML embedded scripting language

MySQL 5.0 Open Source Database Management Software

*\* Oversaw operational readiness of four 1200 PSI Steam Generation Plants, each with two Foster Wheeler Modified D-Type Superheated Boilers and all turbine driven ships propulsion equipment. Rate requirement for such a watch was Chief Petty Officer or above. I am the first and only 2<sup>nd</sup> Class Petty Officer to ever qualify for such a watch on a Super Carrier.*