

Hank Meira

Education

University of Florida

B.S. Environmental Engineering

- Graduated with Honors (3.7 GPA)

Rapport Leadership International

Leadership Breakthrough I

Dale Carnegie Sales Class

Sales Advantage

- Graduated as Sales Talk Champion for Class

Work experience

2001 - Present American Sales Technology

President / Regional Sales Manager

- Represent manufacturers of heavy-duty truck products in the state of Florida with personal sales calls, consistent prospecting, problem solving, and organized sales trips.

2000 - 2001 Arcadis Geraghty & Miller

Environmental Engineer

- Managed Superfund Cleanup for Florida Favorite Fertilizer Site in Lakeland, Florida including management of construction crews, ambient air monitoring, soil sample collection, and groundwater sample collection.
- Designed groundwater remediation systems for petroleum-contaminated sites, supervised installation of groundwater remediation systems, and performed startup of groundwater remediation systems.

1998 - 2000 URS Radian

Environmental Engineer

- Air quality monitoring of natural gas compressor engines to maintain compliance with air emissions permits.
- Created Emissions Database for 2 paper mills to gain Air Quality Permits in Louisiana.