

# DAVID S. PAYNE, SR.

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OBJECTIVE: A management and/or leadership role utilizing more than 34 years of multi-faceted management and sales experience in all aspects of business operations: sales, service, purchase, build –design-install of plating equipment, and waste water management, client relations, product design and innovations, and financial oversight to drive revenue, profit and market share growth.

## PROFESSIONAL EXPERIENCE

SUNBELT SYSTEMS

Irving, TX

1989 – 2008

### **Tech Sales**

Responsible for leading all aspects of business operations including sales, marketing, product design, production planning and scheduling and customer relations for this company, a distributor of high end plating equipment, waste water equipment, pumps, plating power supply, plating racks, and sludge dewatering equipment

- Purchased, sold, designed, built and installed:
  - plating equipment
  - waste water management equipment
  - pump sales
  - plating power supply
  - sludge dewatering equipment
  - plating racks
- Trouble shooting and repairs on all types of pumps and process equipment
- Moving big and heavy equipment
- Trained in management and purchasing , hazmat, forklift, cranes, electrical & safety
- Trucking equipment of less than 28,000 lbs
- Environmental consulting and compliance

CENTURION MARKETING

Dallas, TX

1985 – 1989

### **Tech Sales**

Responsible for sales, developing new markets for chemistry and cutting tools

- Carbide cutting tools
- Plating equipment sales, service and design
- Plating chemistry sales and service
- Silk screening equipment sales, service, and training
- Waste water equipment sales, service, design, build and install
- Environmental consulting and compliance

XONTAL LTD.

Palm Bay, FL

1982 – 1985

### **Tech Sales**

Responsible for sales, service, training and design

- Plating equipment
- Plating chemistry
- Silk screening equipment
- Waste water management equipment
- Environmental consulting and compliance

ATLAN INDUSTRIES

Dallas, TX

1979 – 1982

**Tech Sales**

Responsible for sales, service and training

- CNC machine sales
- Silk screening equipment
- Plating equipment-design and build
- Waste water equipment-design and build
- Environmental consulting and compliance

FORNEY ENGINEERING

Dallas, TX

1973 – 1979

**Quality Control Supervisor, Process Engineer, Lab Supervisor, Plating Supervisor, Safety Manager**

Responsible for

- quality control in all parts meeting mil-spec
- produced process procedures to acquire mil-spec approval
- in charge of all mil-spec compliance, testing and paperwork
- in charge of all plating and machining processes
- in charge of lab personnel, all procedures and testing methods
- in charge of plating operation, supervision of 39 employees
- in charge of all safety manuals and adherence to safety procedures chemical and machining
- in charge of environmental compliance

**EDUCATION**

Graduate – Plano High School – Plano, TX

Attended - Tarrant County Jr. College- Fort Worth, TX

Attended - Horse Shoe College- Sanger, TX

CEU's, Training & Professional Seminars – Management, Purchasing, Hazmat, Forklifts,  
Cranes, Electrical and Safety – Multiple Sites