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# Gregory Meyers

## Objective

Utilize management experience to help an organization reach its goals. Apply past operations management skills and translate that background to improve a current organization.

## Experience

1991– Present                      Meyers Business Interiors                      Aurora, IL

### President

- Client Penetration: Worked with current client base to increase sales and improve current product and service offerings.
- Managed Sales, Customer Service, Finance and Operations Services.
- Approved product offerings of suppliers to furnish complete educational and contract office facilities.

1989–1991                      Commercial Furniture Group                      Naperville, IL

### Sales Manager

- Hired and developed a sales team. Group increased previous sales rate by 40% each year.
- Created customers by finding and creating network of office furniture users.
- Canvassed Illinois and US market to find national customer opportunities. This new found area orchestrated new sales. New revenue stream was created.

1987–1989                      Aurora University                      Aurora, IL

### Director Corporate Development

- Promoted new training programs to businesses. Motivated professors and administrators to utilize skills for company educational programs.
- Created business and alumni network. This identified major gift sources and student internship opportunities expanding service to customers.
- Grew business customer network by 70% all while collecting additional students and major gifts from businesses.

1981 - 1987

All Steel

Aurora, IL

**Territory Manager Orange County, CA. 1986 – 1987**

- Promoted office furniture products to dealers, architects, designers and end users in Orange County, CA.
- Identified customers and specifiers, set up distribution sales teams and delivered product training countywide.
- Exceeded revenue goals while leading company in service results for the fastest growing county in the US.

**National Account Manager Los Angeles, CA. 1985 – 1986**

- Managed team of dealers, architects, designers, installers and end users providing key services utilized during a corporate office furniture installation.
- Managed 50 fortune 500 companies with annual office furniture purchases.
- Responsible for revenue, service and new business goals. Attained all goals and was awarded manager of the year recognition.

**New Product Program Manager 1984 – 1985**

- Launched new product roll out program to 35 major cities throughout the US and Canada.
- Trained company sales representatives, dealers, facility managers, installers.
- Presented office furniture to architects, designers and specifiers

**Various All Steel Positions 1981 - 1984**

**Education**

1982 – 1984                      Aurora University      Aurora, IL  
M.S., Business Management

1977–1981                      Aurora University      Aurora, IL  
B.A., Business

**Interests**

Community volunteer, reading, golf, tennis.

**Affiliations**

Kiwanis Club Member since 1983, President 1996, Presidential Advisor 2000

The Compassion Foundation 1991 – 2008 President 1995 and 1999 Fundraising Chairman 1992 – 2008

Aurora Chamber of Commerce Director 1997 - 2000