

Robert Birney

Entrepreneur, Pilot, Salesman, Problem solver, Scholar, & Gentleman

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Corpus Christi, Tx 78418

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620-629-1443

Objective: To have a career

Flight Hours:

Total Time.	10,100
Pilot in Command	10,000
Tail-wheel	9,800
Instrument	100
Turbine PIC	8,000
Ag time.	8,200
X-country.	1,000
Multi time.	100

Ratings:

Commercial Privileges: AMEL + Instrument

FAA First Class Medical Certificate

Kansas, Texas, New Mexico, Missouri, Nebraska, South Dakota, North Dakota, Minnesota, Iowa, and Oklahoma pesticide applicators license.

Aircraft Flown: C182, C172RG, C172, Citabria ecba, Be s35, Cirrus SR22, Grumman Ag cat Pt6-20, Be-95, Be-76, Conquest 1, Cheyenne II, Garret -6 thrush, Air Tractor 301, 402, 502A&B, 602, 802A.

WORK EXPERIENCE:

Ag pilot

Robert Birney Flying Services LLC. 2016-present

Dickson Aerial - Plains, Ks 2016

Season flying an air tractor 301.

Escott Aerial - El Reno, Ok 2015

150 hours in a turbine Ag-cat PT6-20. 50 hrs simulated crop dusting.

Ag pilot, ground rig operator, seed & chemical sales. Ground Crew.

Tiger Aviation Season Flying 502A

B&S Air flying 802A on timber

M&m Aviation flying 802A on timber and a little bit of rice

Rice Flying Service Flying dual cockpit 802 on timber

King ag aviation flew 502B on Row crop

Wilbur ellis flew 502b on Row crop

Phillips ag Flew 602 on Row crop

Deterding ag Flew 602 -65 on Pasture

Seed Sales

MFA Incorporated - Hepler, KS - 2013 to 2015

Responsibilities

Sold, managed, and treated DeKalb corn, Asgrow soybean, and wheat seed. Outside sales position, b2b.

Accomplishments

Increased Morcorn Corn and Morsoy soybean seed sales by 400%. 100-400 units. 1.2 million in total sales = 20% Increase

Skills Used

Sales, Marketing, Customer service, Cold calling, acquisitions, Problem solving, customer relations.

Location Manager

Pinnical. - Sublette, KS - 2011 to 2013

Responsibilities

Managed Montezuma airport location. Assisted in spraying 120,000 acres under my direct supervision using a 510 thrush -10 Garrett and two 400 gal thrush with -6 Garrett engines. Was the face of the business to the customers. Worked with customers to place spray orders and chemical mixes. Ordered chemical as needed and managed a chemical warehouse. Mixed chemicals and loaded airplanes. Answered the phone and tried to solve any customer concerns or questions that came up. Sold chemical out the door. B2B Sales.

Accomplishments

Increased Productivity by 15% while substantially decreasing workload and decreased expenses by 10% by utilizing multiple satellite locations.

Skills Used

Problem solving in a fast paced and extremely hazardous work environment, Sales, Marketing, Managing location and a chemical warehouse. Logistics.

EDUCATION:

Bachelors of Applied Science in Business

Bachelors of Applied Science in Technology Administration

Washburn University - Topeka, KS 2010

SKILLS:

Marketing, Sales, Commercial pilot, Agronomy, Spray rig operator, Class A CDL + Hazmat