**Gregory Priznar**

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**PROFESSIONAL EXPERIENCE**

[Baylor College of Medicine](https://www.bcm.edu/), Houston, Texas (Part Time) October 2017- March 2018   
**Research Technician**

* Conducts research related to neurological disease and developmental mutations by studying the retina and visual areas of the brain.
* Prepares laboratory reagents and manages disposal of hazardous waste materials.

[Imperial PFS](https://www.ipfs.com/), Houston, Texas July 2015 – June 2017

**Account Executive**

* Manage a book of business worth $95 million in annual commercial/personal insurance premium loans.
* Negotiate terms, rates, down payments and fees with agents regarding individual accounts and entire programs.
* Close commercial contracts ranging from $500 to $14.5 Million in amount financed.
* Prospect, cold call and schedule meetings with insurance agencies.

VERDANT RESOURCES LLC, Houston, Texas Nov 2014 - July 2015

**Market/Investment Analyst**

* Identified and conducted due diligence on companies and industries by interviewing owners/executives and researching/analyzing market data.
* Monitored market developments, new investment products, and other areas that can affect capital investments.

[EPPENDORF](https://www.eppendorf.com/US-en/), San Diego, California May 2013 – Oct 2014

**Field Pipette Calibration Specialist**

* Managed pipette calibration service opportunities to drive growth and meet annual targets in the Southern California territory.
* Utilized a strong technical knowledge of liquid handling instrumentation to deliver value as a specialist to the customer.
* Scheduled customer visits in advance to manage time effectively and reduce travel costs.
* Developed relationships with customers to ensure repeat business

[ENVIROMATRIX ANALYTICAL](http://www.enviromatrixinc.com/), INC., San Diego, California August 2012 – May 2013

**Field Chemist**

* Supervised the monthly organization and management of over 40 analytical water/soil sampling events.
* Maintained and calibrated field equipment including pH Meters, TRC Meters, Auto samplers, and Pipettes.
* Performed sampling events and field testing for large clients such as SeaWorld, Sycuan Reservation/Casino, Holland America, and Celebrity cruise lines.
* Maintained excellent client relations by providing high caliber customer support and assistance.

[BOY SCOUTS OF AMERICA](http://www.redwoodbsa.org/), Santa Rosa, California July 2010 – February 2012

**District Executive**

* Supervised the growth and management of multiple districts of the Redwood Empire Council.
* Increased revenue to scouting units and The Redwood Empire Council as Staff Chair of annual popcorn fundraiser.
* Coordinated and facilitated the largest multi-district youth camping event of the year.

**EDUCATION**

[WASHINGTON COLLEGE](https://www.washcoll.edu/), Chestertown, MD, **B.A. Environmental Studies, Philosophy Minor** 2005-2009

**AWARDS & PROFESSIONAL DEVELOPMENT**

Eagle Scout ● BSA Professional Development Level I ● Cadet 2nd Lt. JROTC ● Member of Phi Delta Theta Fraternity