

# JAMES M. PIETTE, JR.

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## PROFESSIONAL SUMMARY

**Sales Representative** with a distinguished technical sales, service and product management career in process industries with a history of success at penetrating new accounts and introducing new products. Team player with the ability to focus on the big picture, assemble resources and successfully complete the relationship sale. Background includes sales to the chemical, pulp, paper and utilities industries, as well as product technical support and project management. Well-traveled and familiar with different cultures.

## PROFESSIONAL EXPERIENCE

**KAPSTONE PAPER AND PACKAGING, Savannah, GA** **2007 - 2012**  
*(formerly MeadWestvaco)*

**Sales Representative (2010 – 2012)**

**Technical Sales Service Representative (2007 – 2010)**

- Manage customer base of domestic containerboard and Kraft paper accounts comprised of container plants, sheet feeders and converters
- Generate sustainable sales growth of over 10% per year at high performance linerboard accounts
- Participate in product development efforts - develop and confirm specifications while managing field trials at customer accounts
- Assist both customer and mill efforts in troubleshooting paper and converting problems
- Provide technical support to linerboard, Kraft paper and folding carton accounts

**MARTIN – KARSNER INVESTMENTS, Savannah, GA** **2006 - 2007**

- Created LLC to partner with local investors to buy, renovate and sell homes in the local area

**HERTY ADVANCED MATERIALS DEVELOPMENT CENTER,  
Savannah, GA**

**2005 – 2006**

**Sales and Marketing Manager**

- Implemented strategic plan for “old” Herty Foundation
- Quantified and pursued incremental volume from traditional cellulose / forest products customer base for the pilot equipment
- Focused on developing new business with nontraditional nonwovens manufacturers, clients using ceramic, carbon, polymer, cellulose and other fibers

**FORMICA CORPORATION, Cincinnati, OH** **2003 – 2005**

**Special Projects Manager**

- Identified and qualified new Kraft paper suppliers in North America, Europe and Asia
- Improved performance of paper/resin treating line in Cincinnati manufacturing facility
- Identified nearly \$1 million in paper-related cost reductions

**INTERNATIONAL PAPER, Savannah, GA** **1988 - 2003**

*(formerly Union Camp Corporation)*

**Product Manager, Saturating Kraft (1999 – 2003)**

**North American Sales Manager, Saturating Kraft (1991 – 1999)**

**Customer Technical Service Engineer (1990 – 1991)**

**Project Engineer, Corporate Engineering (Project PDQ) (1988 – 1990)**

- Managed sales and marketing functions worldwide for a specialty virgin hardwood Kraft product to high pressure laminate (HPL) manufacturers in North America, Europe and Asia
- Sold approximately 140,000 tons per year (over \$75 million in sales volume) with consistent profitability
- Maintained position as one of top three worldwide producers of saturating Kraft
- Developed successful new product line extension, adding sales volume without impacting price of first-grade product. This met customer needs in emerging markets and improved grade line profitability by reducing off-standard
- Managed first Brand Strategy effort within Container Board & Kraft Division
- Managed successful, dedicated Saturating Kraft Customer Service group
- Worked with containerboard customers to troubleshoot problems during Technical Service tenure, particular focus on new No. 8 machine. Assisted converters in Northeastern and Midwestern states in Kraft paper and containerboard applications
- Managed Instrumentation and Controls contractor on Project PDQ during installation and start-up of digester, paper machine and pollution controls

**ROSEMOUNT, INC., Richmond, VA** **1980 - 1988**

**Senior Sales Engineer**

- Grew instrumentation sales volume in Virginia. Operation grew from one person to a five person office during tenure while increasing sales dollars fourfold
- Led national sales group in sales of analytical and temperature products for two years
- Sold to diverse customer list such as DuPont (3 locations), AlliedSignal, Celanese, Union Camp, Westvaco, O-I, Stone Container and Virginia Power (fossil and nuclear)

**EDUCATION**

Bachelor of Science in Industrial Management, Georgia Institute of Technology, Atlanta, GA