

James C. Wright, Jr.
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Objective:

I am currently seeking employment with an aggressive company that will utilize my innovative drive, strong work ethic and technical training.

Key Talents and Abilities:

Entrepreneurial Management Style
Excellent Communication Skills
Out of the Box Thinking
Time Line and Profit Oriented
Extremely Competitive

Experience:

GGOP Management 2006-current
Property Manager, Golden Glades Office Park, 2101-2153 Coral Way
Responsible for the daily operation of 200,000 square feet of commercial office space in the Miami area. Overseeing 3 employees, contracts for build outs, and building maintenance.
References available upon request

W. R. Parkinson Company, Inc. 2002-2005
Product Development Specialist
This start up company was using their current banking customer base to develop a tracking and location business in addition to their fireproof carrier bag business. As one of the principles in the company I was responsible for integrating technical developments into the prospective client base requirements. See www.Zytrack.com.

THEM International, Inc. 1995-2002
International Sales and Manager of Product Development
With responsibilities of international sales primarily in Japan, Indonesia, Taiwan, and India, I was also manager of new product development. Working with two engineers from Mitsubishi, we developed the Perfect Pack Shipping system for the polyester and polypropylene film industries. This market changing product increased shipping density, lowered packing labor cost, eliminated waste, most wood and most importantly lowered shipping cost. This product was patented under #6,315,122 and can be reviewed at the THEM International, Inc. This product not only provided a high profit margin for the company, it expanded the company's base to include customers out of THEM's traditional textile market. To review products go to www.them-int.com

Lilly Industries, Inc. 1991-1995
Industrial Sales
As a salesman for Lilly Industries, I was responsible for the expansion of their aluminum extrusion coatings market and high heat grill market by over 35% to \$2,500,000. This was accomplished during a difficult period of plant consolidations and closings.

Guardsman Industries 1989-1991
Development Chemist

As a formulation chemist in industrial coatings for Guardsman I worked with a salesman to start an industrial products division in a wood coatings plant in High Point, NC. As a team we started with 0 sales and ended up with in excess of \$750,000 in less than two years. I also provided plastic coatings support to the furniture industry and developed some unique water based coatings blending urethane and acrylic resins to achieve the toughness and adhesion necessary for success. Guardsman was bought by Lilly, and I moved into sales.

Polymer Solutions, Inc. 1987-1989
Independent Product Development Chemist/ Salesman

As a chemist and salesman starting my own company, and having Sheboygan Paint and Southeastern Paint Company produce the coatings that I designed. I was able was able to develop both mirror backing and container coatings.

Dexter-Midland 1984-1987
Industrial Sales Representative

As a salesman for Dexter Midland I worked with a chemist to start the groundwork for a powder coatings plant in Birmingham, AL and develop industrial coatings base in the predominately container coatings plant. Starting with less than \$300,000 in sales we were able to expand the business to excess of \$1,000,000 in three years. This also included the development of an unique golf ball coating that changed the market by using a water base primer and a solvent based urethane top coat for a very fast cure that allowed for packing in 1/3 the time as before.

Permite Corporation, Inc. 1980-1984
Technical Director

As a technical director for Permite I was able to introduce water based industrial coatings and high solids coating to this small company. While doing the development work, managing a staff of five, I was able to introduce modern quality control processes and procedures. Development accomplishments included the use of organic titanates as wetting agents to increase their critical pigment volume concentrations (CPVC), which allows one to reduce cost and improving properties. Working closely with sales we doubled their sales and secured their position in the market place for high valued industrial coatings, epoxies and urethanes.

PPG Industries, Inc. 1977-1980
Product Development Chemist

As a development chemist for PPG, I was honored to be a member of the High Solids Task Force. I also developed water borne acrylic coatings that were used the computer industry to replace two component urethanes with great success. This market developed in excess of \$500,000 a year in specialty coatings sales for the East Point, GA plant.

COLLEGE EDUCATION: University of Southern Mississippi, 1977, Polymer Science, 2.8 GPA,
NASA Scholarship for the Polymer Science Program.