

KENNETH B. STEWART, JR.

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SALES OR TECHNICAL MANAGEMENT PLASTICS / PHARMACEUTICAL / BIOTECHNOLOGY INDUSTRY

Highly accomplished and motivated manager with 15+ years of experience applying superior technical services and product-development expertise towards providing value-added solutions for strategic customers. Possess extensive professional background and education in Chemistry and Biology, and adept at maximizing commercial and developmental areas. Aggressively drive revenues and establish loyal, profitable relationships by acquiring prospective customers through articulating complex information in a clear and persuasive manner. Experienced working with professionals from the technical, commercial, and industrial communities. Holder of 17 U.S. patents.

CORE QUALIFICATIONS

- Strategic Customer Relationships
- Cross-organizational Leadership
- Six Sigma DFSS / MAIC Training
- Project Management
- Product Development / Launch
- Intellectual Assets / Patents
- Product Demonstrations
- Technical Sales Support

RELEVANT EXPERIENCE

DOW CHEMICAL COMPANY, Freeport, TX

1988 – 2004

\$40B global science- and technology-based company with 40,000 employees worldwide—largest chemical company in the US and #2 worldwide. Develops and manufactures portfolio of chemical, plastic, and agricultural products and services for customers in 168 countries around the world.

APPLICATION TECHNOLOGY LEADER (ATL), POLYOLEFINS AND ELASTOMERS (2002 – 2004)

Dow Plastics - Polyolefins and Elastomers TS&D

Accountable for Technical Service & Development (TS&D) for North American-based hygiene and medical (H&M) film accounts. Defended current business for hygienic film converters, managing intellectual assets for H&M film applications, and delivered new diversified, higher-value solutions to the H&M market in the interest of protecting core value for both Dow and the customer.

Key Achievements:

- Technically restructured a mature \$20M commodity business with significant quality control issues and prevented threat of collapse.
- Coordinated and managed global technical service and product developmental activities across internal and external boundaries supporting \$35M in annual global revenues.
- \$500K in potential returned goods saved—representing \$20M in business—by retaining an account through leading Six Sigma team that reduced overall internal product and manufacturing defects at customer's downstream facilities.
- Improved communication and business practices as a liaison between the commercial and technical communities in support of continuing global relations with a Fortune 100 company with sales exceeding \$50B.

PRODUCT DEVELOPMENT LEADER, DOW FIBER SOLUTIONS (DFS) / POLYOLEFINS & ELASTOMERS TS&D (2000 – 2002)

Worked in cross-business platform and held position of new product development manager to lead bi-component fiber research and developmental activities. Identified and qualified external fiber and non-woven converting sites at pilot and toll manufacturing facilities. Managed all new pipeline developmental areas outside hygiene, apparel, and carpet markets.

Key Achievements:

- 20% higher profit margin over existing commercial product achieved by leading cross-business team to design low-cost consumer product alternative incorporating a new raw material.
- Developed and patented new technology within the internal developmental pipeline with a 10-year net present value (NPV) in excess of \$100M.
- Successfully qualified two North American external production sites with pilot and outsourcing manufacturing capabilities to scale up high-value prototypes.

Continued

SENIOR DEVELOPMENT ENGINEER, POLYOLEFINS & ELASTOMERS R&D (1997– 2000)

Led new development activities with Dow's INSITE-based catalyst technology, and patented and commercialized technology in various film, fiber, and non-woven applications.

Key Achievements:

- Designed, developed, and patented unique higher-value solutions to meet specific customer needs and applications under the explicit terms of specific confidentiality development agreements.
- Led multiple new polymer development activities leading to 32 published patent applications and 17 issued U.S. patents encompassing various film, fiber, and non-woven fabrication technologies and applications.

TS&D ENGINEER, POLYOLEFINS (1993 – 1997)

Directed Technical Service & Development in non-wovens specialty business. Accountable for 50% of the global Dow ASPUN polyethylene accounts. Provided responsive technical sales and service support to all existing ASPUN customers. Designed and developed polymers to meet specific needs and applications, including troubleshooting and correcting associated fabrication and/or polymer parameters to meet customer requirements. Designed and led development efforts using conventional and INSITE-based polymer technologies.

Key Achievements:

- Designed higher-value solutions in a specialty niche business that demanded approximately a 20% higher profit margin over conventional products.
- Negotiated confidentiality agreements with strategic customers that supported predominately higher-value business with a 20-55% return over conventional publicly marketed products.

DEVELOPMENT TECHNOLOGIST, POLYOLEFINS TS&D, Freeport, TX (1988 – 1993)

Oversaw Polyolefins Technical Service & Development for blown, cast, and extrusion coated film applications. Consulted with new and existing internal/external customers on technical data and processing requirements. Demonstrated new products to prospective customers and generated detailed technical literature based on analyses to meet desired customer requirements.

Key Achievements:

- Generated and tested multiple film samples in a three-level experimental design to identify the key variables that influence the film's physical properties. Manufacturing improvements, outside scope of project, ultimately led to a 20% improvement in production-line speed with specific film structures.
- Developed innovative, patented, high-cling film polymers that are currently commercially available in the global polyethylene market and typically demand a premium price over conventional stretch-cling polyethylene resins.

ADDITIONAL EXPERIENCE**AMERIPRISE FINANCIAL SERVICES, Houston, TX**

2004 – 2005

Company (formerly American Express Financial Advisors) has more than 2 million clients and 10,000 personal financial advisors in 3,500+ offices nationwide.

FINANCIAL ADVISOR

Gained expertise and licenses to make valuable impact in sales and client services and establish groundwork for exceptional revenue growth through successful completion of hands-on American Express Financial Advisors scholarship program, which included six-month comprehensive financial service professional internship.

EDUCATION**THE UNIVERSITY OF HOUSTON, Houston, TX****BACHELOR OF SCIENCE DEGREE, CHEMISTRY**

GPA: 3.7

PROFESSIONAL ACTIVITIES**MEMBER, NATIONAL ASSOCIATION OF PHARMACEUTICAL SALES REPRESENTATIVES**

Graduate of NAPSR's Pharmacology / Pharmaceutical Sales Training Program (CPNR #548702005)

17 U.S. PATENTS ISSUED FOR COMMERCIALIZED PRODUCTS AND POLYMER / FABRICATION PROCESSES

Detailed information available upon request