
Business Resume for W. Preston Brawn

Name: W. Preston Brawn
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Positions Held

2002 – Present

FMC Corporation – BioPolymer Division, Philadelphia, PA
Commercial Manager – Personal Care Business Unit
Responsible for Global Marketing and NA Sales of Personal Care ingredients. Served as Account Manager for Colgate-Palmolive in NA. Averaged double digit growth of Cosmetic ingredients over six years in PCBU. Also managed more than 20 distributors of personal care ingredients.

1998 – 2002

FMC Corporation – BioPolymer Division, Philadelphia, PA
Commercial Manager - Specialty
Responsible for Global Marketing and Americas Sales for three product lines sold into Personal Care, Household Care and Industrial applications. Major accomplishments include turning around a business segment from a \$3MM annual loss to a \$1MM annual profit in less than one year; growing a personal care segment from \$13MM to \$18MM in two years; creating a new industrial segment with sales of greater than \$1MM in less than one year.

1995 – 1998

FMC Corporation – Food Ingredients Division, Philadelphia
Commercial Operations Manager
Responsible for Product Management activities for four product lines in the North and South American regions. Additionally responsible for the Customer Service function for North and South America and Asia. Major accomplishments include the implementation of the SAP Integrated Business System relating to Order Entry and Order Processing; coordinating the manufacturing and marketing introduction of new products; coordination, evaluation, and measurement of sales forecasting activities in the Americas regions; development and implementation of the Chemical Manufacturer's Association Product Stewardship principles; development and analysis of

the regional sales and marketing budgets; and management of a variety of product supply issues.

1990-1995

FMC Corporation – Food Ingredients Division, Rockland, ME
Quality Manager

Responsible for the management and operations of all site related quality programs, including the Quality Control, Quality Assurance, Raw Materials Testing and Microbiology Laboratories. Additionally responsible for design and development of an integrated software system that captured relevant manufacturing and quality data and reported out to internal and external systems. Also responsible for providing Field Sales support on Customer Service, Quality and Technical issues on a global basis. Major accomplishments include the design and implementation of the ISO 9000 Quality System for the Rockland plant and a major contributor to the Cork, Ireland and Copenhagen, Denmark manufacturing sites; off-site manufacturing coordination; product sampling and tracking programs; Core Team member for design and implementation of a site-wide Team Based Operation; and site compliance with the Chemical Manufacturer's Association Responsible Care Program. Also served as a major global technical support and troubleshooting resource to major customers.

1986 – 1990

FMC Corporation – Food Ingredients Division, Rockland, ME
Quality Assurance Manager

Responsible for the management and operation of the Quality Assurance function at the Rockland Plant. Additional responsibilities included coordination of laboratory services and methodologies between the Copenhagen and Rockland facilities. Major accomplishments include harmonization of test methods, development and implementation of training and qualification requirements for all lab personnel; the design and construction of a new QA and Micro Lab facility; and an integrated LIMS system.

1981 - 1986

FMC Corporation – Food Ingredients Division, Rockland, ME
Production Planning Manager

Responsible for production scheduling, demand planning, budget development and performance measurement. Additional responsibilities included management of the Raw Materials Testing Lab and product formulation and cost reduction efforts. Major accomplishments include design and implementation of a computer based tracking system for raw materials; development and implementation of computer based budgeting; and development and implementation of computer based MRP.

1978 – 1981

FMC Corporation – Food Ingredients Division, Rockland, ME

Raw Materials Supervisor

Responsible for incoming raw materials and the supervision of the Raw Materials Testing Lab and the Manufacturing Pilot Plant.

1969-1978 Marine Colloids, Inc. Rockland, ME

Lab Technician

Served as a lab technician in a variety of departments including Quality Control, Raw Materials testing, and Biomedical Research.

Personal

Education Graduate of Southern Maine Technical College, Marine Sciences Program and multiple Business Administration courses at University of Maine (45 credit hours)

Family Status

Married, with two grown sons and three grandchildren. Hobbies include reading, golf, and fishing.