

# James E. Paine

4180 Malbeth Ct • Winston-Salem, NC 27104 • 321-243-2136 • james.e.paine@gmail.com  
jamespaine.info • linkedin.com/in/jamesepaine

## PROFILE

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I am quality and customer-focused, with marketing and business analytics acumen built on a strong technical background. With experience in the nuclear, reverse logistics, and consumer apparel industries, as both an engineer and product lifecycle-focused marketer, I am eager to contribute to the cutting edge of data-driven managerial science.

## EDUCATION

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### WAKE FOREST UNIVERSITY, SCHOOL OF BUSINESS

Winston Salem, NC

Master of Business Administration, Marketing and Business Analytics    GPA: 3.98/4.00  
Graduated with Distinction

May 2014

### GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA

Master of Science in Mechanical Engineering    GPA: 3.90/4.00

May 2012

### UNIVERSITY OF FLORIDA

Gainesville, FL

Bachelor of Science in Chemical Engineering    GPA: 3.87/4.00  
Graduated Cum Laude

May 2009

## PROFESSIONAL EXPERIENCE

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### JEP CONSULTING, LLC

WINSTON-SALEM, NC

#### *Owner and Founder*

August 2017-Present

- Leverage my diverse background across multiple industries, from nuclear energy production to Lean Six Sigma implementation to product lifecycle-focused marketing, to provide robust business analytics and process improvement solutions
- Currently building my client base in a variety of industries

### HANESBRANDS, INC.

WINSTON-SALEM, NC

#### *Assistant Marketing Manager*

July 2016-September 2017

#### *Marketing Assistant*

June 2015-June 2016

- Responsible for the product lifecycle management of the Playtex 18 Hour brand across channels of distribution, including online channels, valued in excess of \$105 million per year
- Responsible for the product lifecycle of Maidenform garments at Target, Kmart, and other mass channel retailers valued in excess of \$35 million per year
- Improved existing processes and consumer offerings via data driven methods, including leveraging NPD data sources, datamining on HBI systems, and directing consumer research
- Created multiple reporting tools for monitoring service issue styles, performing inventory analytics, projected brand margin, and annual OPC estimations
- Coordinated international teams, including regular meetings, data sharing, and organizing separate seasonal Market presentations across three time zones
- Developed key brand initiatives including long-term SKU rationalization plans, 2017 pricing models, and multinational cross-category promotional offerings

## INMAR - INTELLIGENT COMMERCE NETWORKS

WINSTON-SALEM, NC

### ***Continuous Improvement Manager***

*June 2014-June 2015*

- Led continuous improvement projects resulting in excess of \$220,000 of direct and indirect savings in less than one year
- Taught, improved upon, and supported a Lean Six Sigma Yellow Belt certification class that regularly trained members of Inmar, and outside organizations, including the local United Way corporate office
- Developed a trial Lean Six Sigma Green Belt certification course with the intention of obtaining third-party organizational certification
- Reduced obsolete inventory for one of our largest CPG auto parts clients by over \$4MM through aggressive process improvement and change management
- Drove the cross-functional implementation of a Quality Management System to ensure Inmar consistently delivers outstanding services to our clients, while simultaneously ensuring long-term compliance in multiple industries

### ***Recall Supply Chain Operations Intern***

*May 2013-September 2013*

- Merged two recall implementation teams that were vertically integrated by target industry, into one team reaching horizontally across all of our customers, including both medical prescriptions and consumer goods
- Generated summary reports from large datasets for our external CPG customers and created meaningful forecasting metrics for a large-scale consumer goods recall event affecting over 6,000 retail outlets and 125 SKUs
- Performed a detailed economic and environmental analysis on implementing green initiatives designed to specifically address gaps in the competitive landscape of the recall industry and win future customers at tradeshows

## GE-HITACHI NUCLEAR ENERGY

WILMINGTON, NC

### ***Edison Engineering Development Program***

*June 2009-July 2011*

- Completed a competitive rotational program incorporating varied technical and managerial experiences, itemized below, while simultaneously completing an engineering master's degree via distance learning

#### ***Integrated Safety Analysis – Fuel Manufacturing Operations***

*January – July 2011*

- Developed software for the categorization of Items Relied on for Safety for a nuclear production facility in order to meet Nuclear Regulatory Commission (NRC) requirements
- Created and executed a training system for over 800 employees, two months ahead of schedule, in order to allow our site to pass a full NRC recertification

#### ***Regulatory Software Implementation – Regulatory Affairs***

*August – December 2010*

- Automated the transition to a new compliance platform, saving approximately 6 months of lead time
- Gained valuable experience working with both domestic and foreign regulatory and cross functional groups (including the Nuclear Regulatory Commission, Hitachi-GE, and others)

#### ***Technology Development Program (Japan/USA) – New Product Introductions***

*January – July 2010*

- Directly managed small groups of internal entrepreneurs to ensure they stayed on task and on-budget

#### ***Process Chemical Engineer – Bulk Isotope Generation***

*June – December 2010*

- Created and tested new intellectual property to ensure validity within a laboratory setting
- Developed new chemical processes to produce medical isotopes resulting in multiple patent applications

## UNIVERSITY OF FLORIDA

Gainesville, FL

### ***Teaching Assistant – Transport Phenomenon***

*August 2007-May 2009*

- Managed the implementation of FlowLab 1.2.14, an academic fluid modeling program, in a classroom setting
- Created and implemented improvements to the templates of FlowLab
- Provided academic and technical assistance and graded the submissions of a class of 20+ students

## **CERTIFICATIONS AND EXAMINATIONS**

- GRE – Graduate Record Examination - V:170 (99<sup>th</sup>) / Q: 167 (92<sup>nd</sup>) / AW: 5.5 (98<sup>th</sup>) 2017
- ASQ Certified Six Sigma Black Belt, License 15421 2014
- General Electric Lean Six Sigma Green Belt 2009
- General Electric Design for Six Sigma certification 2009

## **HONORS, AWARDS, AND NOTABLE ASSOCIATIONS**

### **PROFESSIONAL**

- General Electric Foundations of Leadership training at the John F. Welch Leadership Center 2010
- General Electric Edison Engineering Leadership Development Program, graduate 2011
- General Electric Advanced Courses in Engineering, graduate 2010
- GE Award to Inventors 2009

### **ACADEMIC**

#### *Wake Forest University*

- School of Business Student Government, Treasurer 2012-2014
- Outstanding Marketing Graduate 2014
- Outstanding Business Analytics Graduate 2014
- MBA Leadership Award 2014

## **PUBLICATIONS**

- Paine, James E., Unpublished provisional patent – HanesBrands Proprietary Information - “Methodology to Iteratively Derive an Optimal Minimum Number of Assortments from a Larger Population of Sized Garments.” Applied April 24, 2017
- Paine, James E. et al. “System for eluting a radioactive material.” Canadian Patent Office CA2735612. June 20, 2012
- Paine, James E. et al. “Column geometry to maximize elution efficiencies for molybdenum-99.” United States Patent and Trademark Office US9240253. Jan 19, 2016. European Patent Office EP2375421. June 20, 2012
- Paine, James E. Unpublished provisional patent – GE Proprietary Information – “Elution Mechanisms for Irradiated Molybdenum-99 for the Production of Medical-Grade Technetium”. Applied Jan 2010

## **PROFESSIONAL AND ACADEMIC SOCIETIES**

- Beta Gamma Sigma – Honor Society for the Study of Business, member 2014
- The American Society for Quality (ASQ), member 2013
- The American Society of Mechanical Engineers (ASTME), member 2011
- The Order of the Engineer, member 2009
- Tau Beta Pi – The Engineering Honor Society, member 2009
- The American Institute of Chemical Engineers (AIChE), member 2006
- Phi Sigma Pi – National Co-Ed Honor Fraternity, Risk Management Board member 2006

## **REFERENCES**

References available upon request