
Paul Jones

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PACKAGING TECHNOLOGIST

◆ Business Development - Project Management - Sales - Purchasing ◆

A packaging professional with 18 years full supply chain functional experience from raw materials to final disposal, and design to distribution. Working as part of a multi-disciplinary team interdepartmentally within strict deadlines. Up-to date on materials, processing, design, quality and environmental trends. Now looking for a similar position in the North East of England, will also consider an Account Management role with a packaging manufacturer.

AREAS OF EXPERTISE

- Packaging Technology
- Sales and purchasing
- Production trials
- Environmental ramifications
- Problem solving
- Customer service
- Packaging development
- New product launches
- Legal considerations
- Computer literacy / I.T.
- Customer liaison
- Administration
- Cost controls
- Materials science
- Sales initiatives

AWARDS

Won a "Starpack" Gold Award	M&S Cocktail Shots Apet Lid and Base, in the Convenience Food Sector.	2002
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PROFESSIONAL EXPERIENCE AND SIGNIFICANT ACHIEVEMENTS

PACKAGING TECHNOLOGIST

May 99 - Present

Write Company A Here

Reporting to the Purchasing Executive. Developing attractive, cost effective and high quality packaging that meets UK and European legal requirements and M&S quality standards. Liaising at all levels externally with customers, and interdepartmentally with our sales, buying and development teams, engineering and production departments.

- Provided the packaging solution for a new range of 'snacking' products for Marks and Spencer. The Injection Moulded In-Mould Label Tubs are now seen in many other retailers for this type of product. The Park Cakes/Marks and Spencer range has sales in excess of 5 million tubs per annum.
 - Won the "Starpack" Gold Award for designing the Apet Base and Lid for 4 M&S cocktail desserts.
 - Oversaw the repackaging of 15 M&S cream cake lines from printed folding cartons to clear Apet foldover packs with labels.
 - Involved with 150 new product launches per year. 1000 + Live packaging items with an approximate 50% turnover per year.
 - Initiated and supported innovative ideas and packaging solutions for new product launches and Continuous Improvements within production whilst taking account of capabilities and cost reductions.
 - Conducted factory trials that confirmed approval of material specifications.
 - Improved continued quality of supplies and customers' knowledge of processes and materials.
 - Reduced instances of packaging non-conformities.
 - Set specifications and conditions of supply for all packaging items.
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PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS (CONTINUED)

Write Company A Here

- **Areas covered:** Printed Cartons, Plastics - Vacuum / Thermoforming, Pressure Forming, Injection Moulding, Self Adhesive Labels, Flexibles, Aluminium Foil Containers, Corrugated Containers, Glass.
- **Consulting with:** Engineers and other specialists in the packaging line operation, about how the packaging is to be put together, as well as with a Legal Representative to ensure that the packaging adheres to all legal requirements.
- **Environmental considerations:** Fragility and level of shock protection, reaction to light, moisture or any materials within the packaging, temperature during transportation. and any other impact on the environment.
- **Legal and other considerations:** such as accurate labelling of the product and safe packaging of hazardous materials, the appearance and production costs.
- Evaluating designs for packaging - overseeing the design process and ensuring adherence to critical path and timely delivery within agreed launch schedules.
- Ensuring compliance with all existing or new EC regulations and directives with regard to packaging supply, usage and disposal.
- Ensuring compliance with customers' waste legislation requirements (M&S Green Dot etc.)

Park Cakes employs 1200 staff and has secured orders from Marks & Spencer. The company is part of the Northern Foods Group, but has focused its business almost entirely on own label production with M & S accounting for most of its £70 million turnover.

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Write Company B Here (Leicester) February 1987 - April 1997

SENIOR SALES CO-ORDINATOR

1995 - 99

Reported to the Account Manager. Responsible for all aspects of internal running / management of a portfolio of customers' accounts. (2 direct reports) managed the workload and workflow for a small team of people.

- Held management responsibility of a number of accounts - looking after their needs both externally and internally.
- Oversaw the costing and pricing, material ordering, order processing / tracking and all aspects of customer liaison.

EARLY CAREER SUMMARY:

Packaging- Leicester (1987-97)

Sales Co-ordinator	(1991-95)
Sales Estimator	(1989-91)
Trainee Sales Estimator	(1987-89)

PROFESSIONAL DEVELOPMENT:

Various sales and customer services courses ran by training consultancies

Management development, salesmanship, leading and training for success, priority / time management, computer literacy, financial controls, customer care, action planning, business development planning. All courses commensurate with areas of expertise / key skills.

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<i>Interests and Pastimes:</i>	Family, sports, fundraising for my daughter's football team, entertaining friends, cinema.
<i>Status:</i>	Married.
<i>Born:</i>	1969.