

JOHN MCMICHAEL

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SUMMARY

Versatile, results-driven textile professional with 25+ years in the industry. Ability to expand an organizations client base by identifying and seizing new program opportunities. Experience includes:

Business Development • Client Acquisition • Client Retention
Sales Negotiations • Team Building • Communication
Product Development • R&D • Project Management • Program Management

EXPERIENCE

NANOTEX LLC – 2016 to December 31st, 2018

Nanotex is a US based textile-technology company that develops a wide range of fabric technologies to enhance the end-use performance of the garment.

Business Development Manager – North America

Key Accounts: US Military, Mark's Work Warehouse, Canadian Tire, Bass Pro/Cabela's, Delta Galil, Delta Apparel, Duluth Trading, TenCate, Under Armour, & VF Corporation.

Key Accomplishments:

- Established Nanotex as a key technology provider to the US Army & USMC Clothing & Equipment teams. Developed key relationships at Quantico, Fort Belvoir, and Natick.
- Provided product and technical briefings at the USMC Industry Day sessions in Stafford, Virginia.
- Developed the company's first military exchange store program. Projected launch date is 1st qtr. 2019.
- Lead the development of a new moisture-management technology for FR base-layer fabrics.
- Expanded customer base to include several major brands in the activewear market.
- Developed a new market segment for Nanotex by identifying a key feature in an existing technology.

NARRICOT / AEC NARROW FABRICS – 2010 to 2016

US based manufacturer of elastic, polyester, and nylon narrow webbings for apparel, safety, seatbelt, and military applications. Narricot, a division of International Textile Group (ITG), was purchased by AEC Narrow Fabrics in 2014.

Sales Manager - Commercial & Military (AEC Narrow Fabrics)

Key Accounts: US Military, 3M, Werner, Honeywell, MSA, Industrial Opportunities, Outdoor Venture, Camel Manufacturing, & Garrett Container Systems.

Key Accomplishments:

- Experienced significant commercial growth during the transition from Narricot to AEC by developing new programs with 3M and Werner.
- Introduced a new line of Kevlar products that enabled AEC to expand into the fire/safety industry.
- Facilitated the development of high-margin products to position AEC for growth in new markets.
- Experienced 50% + growth in the military tourniquet, tent, and air crewmen segments of the business. This represented \$1MM in new business for the company.

Commercial Sales Manager (Narricot Industries)

Key Accounts: Honeywell, Werner, 3M, MSA, Web Devices, & Buckingham Manufacturing

Key Accomplishments:

- Established Narricot as a recognized manufacturer of safety webbings for the fall protection segment of the business.
- Developed high volume polyester and nylon webbing programs with Honeywell, Werner, 3M, & MSA.

CUSTOMS SCREENS, INC. – 2005 to 2010

North Carolina based contracting printing & embroidery company.

Vice President of Sales & Marketing

Key Accounts: Abercrombie & Fitch, Hollister, Girbaud, & Nike (Contract Printing)

Key Accomplishments:

- Secured significant high-volume opportunities with Abercrombie & Fitch, Hollister, Girbaud, & Nike.
- Tripled the size of the business in 2 years. Expanded from a 1-shift to a 3-shift operation by 2008.

BURLINGTON INDUSTRIES / INTERNATIONAL TEXTILE GROUP (ITG) – 1993 to 2005

Diverse, innovative provider of global textile solutions and distinguished fabric brands to automotive, apparel, interior furnishing and industrial markets worldwide.

Account Executive – Government Sales & Uniform

Key Accounts: US Military, DSCP, AAFES, NEXCOM, MCX, State Purchasing Offices (Law Enforcement), & Contract Cut & Sew Facilities

Key Accomplishments:

- Successfully managed the government-issue and military exchange programs during the Chapter-11 restructuring of Burlington Industries. This represented \$60MM in annual revenue.
- Awarded several high volume multi-year DSCP contracts for the military dress uniform program.
- Increased business by developing performance polyester fabrics for the physical training uniforms.
- Played a vital role in the redesign efforts for the US Army and US Air Force dress uniform programs.

BURLINGTON GLOBAL DENIM (Division of Burlington Industries) - 1993 to 2002

- Account Executive – VF Jeanswear (1999 – 2002) – Highest volume customer for BGD.
- Director of Research & Development (1997 – 1999)
- Product Development Coordinator (1994 – 1997)
- Department Manager – Warping & Dyeing (1993 – 1994) – 8 Supervisors & 4 Shifts

EDUCATION

- **Master in Business Administration**, University of North Carolina Kenan-Flagler Business School
- **Bachelor of Arts in Industrial Relations**, University of North Carolina at Chapel Hill
- **Introduction to Textiles**, North Carolina State University

COMMUNITY LEADERSHIP

- **Alumni Council** – Kenan-Flagler Business School, UNC Chapel Hill
- **Tournament Director** – ITG Swing for a Cure (Major fundraiser for cancer research)
- **Rotary Ambassador to Austria**