

## **Thomas Hofer**

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### **OBJECTIVE**

I am looking for a sales/technical support position in the scientific community with an innovative and dynamic company where I can positively impact company goals and objectives while adding value and exceptional support to current and potential clients.

### **EDUCATION**

Executive MBA, Kent State University  
BS Chemistry, University of Pittsburgh

### **CAREER HISTORY**

AKA Elastomer Consultants LLC

8/20 to present **President**

- New consulting service for improving customer formulations and processes.
- Currently working with ACE Products and Consulting, LLC, and a large electronic equipment fabricator in Asia and others.
- We also have a sales and distribution agreement with a manufacturer of sustainable black filler for the rubber and plastics markets.

DYNASOL, LLC

3/17 to 7/20 **NBR Applications Development Manager**

- Global support for all aspects of the NBR product line including baled, ground, spray-dried and NBR/PVC products.
- Worked with numerous international agents in China, Turkey, Italy, Spain, UK, Germany, South America and other global regions.
- Coordinated all technical and customer support for IGSR, our Chinese JV.
- Led a scrap reduction and customer complaint task force to improve product quality and customer communication.

ZEON CHEMICALS, L.P.

1/97 to 3/17 **NBR Applications Development Manager** (6/05 – 3/17)

- Chief technical support for our clients in troubleshooting and diagnostics in the use of our products by utilizing a myriad of testing techniques including, but not limited to, physical testing and analytical approaches (FTIR, EDAX, GC-MS, UV-VIS, ICP, TGA, DSC, LC)
- Was an integral part of the product team and contributed to numerous new product developments and transfers.
- Was coauthor of the nitrile butadiene rubber chapter in the 14<sup>th</sup> edition of The Vanderbilt Rubber Handbook.
- Was the NBR Technical Manager with the added responsibility of Product Manager for adhesives and PVC additives.
- Contributed to bringing the NBR product line in the black after 10 straight years of loss as a key member of the NBR product team.

- Increased prices by 10% in 2007 with no sales volume loss in order to offset raw material increases and improve margins.
- In addition to my technical responsibility, was interim salesman in the Midwest Region for one year following the unexpected death of the sales representative.
- Actively participated in customer support reporting and feedback using 'home-grown' databases as well as Salesforce.

**NBR Technical Supervisor**

(2/01 – 6/05)

- Technical manager of two chemists and two technicians in product support and new application development of rubber products, composite modifiers, and adhesives.
- Collaborate with sales, marketing, polymer chemists and our customers to develop new and novel applications for existing and future polymers.
- Responsible for all technical service for the Nipol product line.
- Managed the successful transition of Zeon's customers to consolidated products.
- Granted US patent 6,759,457 B2 for a novel heat resistant polymer stabilizer system.

**HNBR Technical Supervisor**

(1/98 - 2/01)

- Was responsible for all technical service for the Zetpol product line.
- Managed two technical service chemists.
- Directed a computer programmer in developing a compound database data entry and retrieval system.
- Assisted in achieving Zetpol annual sales growth of 10% despite aggressive competitive pressure.

**Advanced Technical Service Chemist**

(1/97 - 1/98)

- Coordinated the technical service for Zetpol products to numerous key accounts.

1/94 to  
1/97

REX-HIDE/DYNAMIX

**Chemist**

- Developed and formulated rubber compounds of many elastomer classifications to conform to custom mixing and extrusion customer requirements.
- Consulted with customers and sales staff to establish compound specifications and testing parameters to ensure material suitability.
- Was responsible for a new mixer start-up and troubleshooting.

11/92 to  
1/94

DENMAN TIRE CORP.

**Chief Chemist**

- Was responsible for compound development and quality control for a rubber-covered roller operation utilizing EPDM, NBR, XNBR, CSM, and CR elastomers.
- Managed and directed all compounding and Q.C. responsibilities for a tire plant with \$50MM in annual sales.

11/89 to  
11/92

AMERICAN ROLLER CO.

**Plant Manager**

- Complete profit and loss responsibilities for a roller plant with \$2.5MM in annual sales.
- Reduced scrap 50% and improved plant net margin 25%.
- Direct support of our field sales staff in satisfying our clients production and technical requirements which helped enable us to receive the Q1 award from Eastman Kodak Company for excellence in quality, delivery, and service.