

# Pin-Point Solutions: Chemical Practice Area



**Marty Milne**  
Practice Area Director  
Chemical



## Strong outlook for 2017

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I've been lucky to have been involved in recruiting top talent in the Chemical and Packaging industry for 30 years. We have seen a lot of changes and we have been through a lot of up and down cycles during that time. I believe 2017 is going to be a great year for several reasons.

- Baby boomers are finally retiring in big numbers now and this is putting a lot of pressure on Companies to recruit individuals who can replace or even upgrade the knowledge base they are losing.
- Changes in EPA and OSHA regulations will positively impact the bottom line for companies and incent them to invest in addition employees and increase capital programs.

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## Strong outlook for 2017 **(cont)**

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- The new corporate tax structure promised this year will also add incentive for companies to hire and create new positions in R&D, Engineering, Sales, and Production to name a few.
- We have seen a lot of mergers and acquisitions in the Chemical and Packaging Industry and this will continue in 2017. While some of these deals will result in short term reductions this type of activity is a positive sign for those individuals with career aspirations.
- Organizations will be restructured and divisions will be realigned in 2017. Sometimes this creates fewer positions but it creates positions with greater impact and they will call us seeking help in recruiting a top performer - a game changer who will make a bigger impact than the incumbent.

So, as we ramp up for a busy 2017 be sure your resume is up to date!

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## Current Searches

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**Operations Manager** – Chemical Client- KY  
**Technical Manager** – Chemical Client- WI  
**Technical Manager** – Chemical Client- OH  
**Application Engineer** – Chemical Client - VA  
**Salesman, Chemical** – OH

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## Current Searches

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**Sr Project Manager** – Chemical- NJ  
**2 Department Managers** – Chemical- NC  
**Engineering Manager** – Engineering Services- GA  
**Logistics Manager** – Chemical- NC  
**Technical Service Manager** – Packaging- TX



## Leadership: Marty Milne

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**Marty has been a Senior Search Consultant with PinPoint Solutions since 2005 recruiting top talent in the Chemical industry.** He graduated with a BS Science Degree from Ohio State University. After serving in the Air Force, Marty spent ten years as a salesman with Cargill. From there he transitioned into the role of Recruiter in 1986. Over the past thirty years he has helped hundreds of Chemical Engineers and Chemists leverage their careers with Fortune 500 as well as the small to medium size Specialty Chemical manufacturers throughout the US. Types of positions filled include Operations and Plant Managers, Production and Manufacturing Managers, EHS Specialists and Managers, Process and Project Engineers and Manager, Chemists and Lab managers to name a few.

Marty has been happily married to his wife, Maureen, for 43 years! When he is away from work he can be found spoiling his five grandchildren or on the banks of a river fly fishing.

 **Connect with Marty on LinkedIn**

 **Connect with Marty on [pin-pointolutions.com](http://pin-pointolutions.com)**



### **MARTY MILNE**

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