

James F. Norton

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Summary

A business developer with 25 plus years of experience in leading teams to successfully market and sell environmental compliance, safety, due diligence, engineering, and construction services to chemical manufacturers, pharmaceutical firms, and other industrial clients. A business developer and a campaign sales manager who has won hundreds of millions of dollars of remedial programs and environmental facility construction projects from the chemical manufacturers and industrial clients worldwide.

Professional Experience

Norton Process Energy Services LLC

2009-2011

President

- Business development/sales lead for energy efficiency services offered to petrochemical manufacturers and chemical firms in the Northeast US and the Texas Gulf Coast.
- Led the assessment of the market for environmental and engineering services created by the unconventional natural gas production operations of the Marcellus Shale Formation reserves in Pennsylvania.

MWH Global, Inc.

1999-2009

MWH Americas, Inc. Malvern, PA

2006-2009

Director, Energy Management Services and Global Account Manager

- Built an energy assessment business serving US industrial, chemical manufacturing, and pharmaceutical firms.
- Account Manager who turned around a client relationship and built a million dollar environmental consulting, due diligence and energy assessment business with the client in 2 years.
- Led MWH's participation in EPA's Climate Leader Partner Program, a voluntary program for greenhouse gas emission reductions.

MWH China, Shanghai, China

2002-2006

Global Account Manager

- In 3 years, developed marketing plans, then drove marketing and sales program that built an industrial water business in China from \$500,000 to \$20 million per year serving Dupont, Mitsubishi Chemical, BP Chemical, Shell Chemical, Solae, GE, Essilor, and others.
- Led sales campaign and contract negotiations to win a \$44 million EPC project for the water and wastewater treatment facilities at the Shell CNOOC Petrochemical complex in Nanhai, China.
- Managed water conservation studies for the \$4 billion petrochemical plant that BP constructed in Shanghai, China.
- Oversaw technical assessments needed to prepare bids for the design/construction of wastewater treatment facilities for US and European chemical and industrial firms building plants in China.
- Managed the conceptual design of a water management and treatment approach for the 100-acre lagoon being built by Disney at its resort park in Shanghai, China.

MWH Americas, Inc. Malvern, PA

1999-2002

Global Account Manager

- Sold remediation EPC projects to chemical and pharmaceutical manufacturers, and to groups managing the remediation of legacy sites in New Jersey, New York, and Pennsylvania.

Morrison-Knudsen Corporation, Cleveland, OH

1998-1999

Account Manager, Environmental Service Division

- Won the investigation, design, and construction program for a \$120 million project for the remediation of a former explosives manufacturing site in California.

Resume (continued)

Fluor Daniel Corporation, Marlton, NJ **1990-1998**
Global Account Manager, Environmental Services

- Over a 9 year period for Fluor Daniel Corporation, built a highly profitable environmental consulting and engineering operation in the Eastern US with annual revenues of over \$30 million.
- Lead the business development for a \$100 million project for the thermal treatment of soils and groundwater of an Ohio Superfund site of a chemical manufacturer and a \$10 million containment remedy for a portion of the Love Canal superfund.

IT Corporation/ OHM Materials, Inc., Princeton, NJ **1985-1990**
National Account Manager/Account Manager

- Over 3 years, tripled remedial service sales to \$9 million by developing and expanding national account programs with DuPont, Honeywell, Ashland, BASF, Novartis, and Pfizer.
- Awarded several projects for the application of innovative remedial technologies including bioremediation, thermal treatment, and passive in situ remediation technologies.

Kennedy Jenks Consultants, San Francisco, CA **1982-1985**
Business Development Manager and Senior Project Manager

- In 3 years, grew the revenues of a new environmental engineering and consulting business providing site investigation, remediation and wastewater treatment services from \$500,000 to \$4 million per year.
- Managed and technical leader for a project supporting the California Attorney General's office in its negotiations of a half billion dollar clean up of the groundwater at a rocket manufacturing site.
- Manage site investigation programs and lead some of the first risk-based closure programs accepted by the California Water Resources Boards.

Radian Corporation, Austin, Texas and Sacramento, California **1976-1980**

TRC Environmental Services Sacramento, California **1980-1982**

Project Manager and Office Manager

- Over a 3 year period, built an engineering group to 20 staff in Texas, then started a new office in California which quickly grew to a staff of 26 servicing integrated oil companies and E&P firms.
- Managed permitting projects for the major E&P producers, oil refiners, electric utilities, and chemical manufacturers in California and Texas.
- Managed a Texas Air Resource Board study assessing the impact of EPA New Source Performance Standards and proposed SOx regulations on the growth in industry in the Houston area.
- Sold and managed a multimillion dollar project to assess the impact of steam flood enhanced oil recovery on the air quality in Kern County, California.
- For a California oil industry group, managed the assessment of the feasibility of applying selective catalytic reduction as BACT for offshore drilling rigs and vessels.

Education

MS, Environmental Engineering, University of Massachusetts

BS, Biology, Lycoming College