

ABOUT ME



Pat Wiernik
Sales Representative
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Introducing Pat Wiernik, our newest addition to the ChromaScape sales team. Pat comes with a wealth of experience and a proven track record in driving sales growth. His primary focus will be on expanding our market presence across Wisconsin and the Upper Peninsula of Michigan by forging new relationships with mills where we currently lack business. With a background in managing significant business volumes across various mills, Pat has honed his skills in inventory management, technical sales and service. With Pat on board, ChromaScape can look forward to enhanced sales performance, strengthened client relationships and continued innovation in serving the paper market.

Pat's previous roles involved managing sales and service for multiple accounts simultaneously, promoting cutting-edge technologies, securing production trials and ultimately closing deals. His expertise extends to forecasting and managing costs and pricing strategies, as well as ensuring seamless product deliveries to multiple mills without compromising on inventory levels. He also brings a robust engineering background to the table, with experience in developing and installing new equipment tailored to local applications. His familiarity with various product lines, including wet-end biocide, coating biocide and RDF, further enriches his capability to cater to diverse customer needs.

Pat graduated from the University of Wisconsin in Stevens Point, Wisconsin with a Bachelor of Science in Paper Science and Engineering.

Pat has a diverse range of hobbies, including hunting, fishing and trapping. He's an avid concert-goer and cherishes family vacations exploring the United States. With two kids, Isabella (15) and Nathan (13) and his partner, Kim, of 11 years, Pat enjoys the dynamics of his blended family, which recently welcomed a new granddaughter. He finds joy in managing personal finances and experimenting with cooking. His adventurous culinary spirit means his kids are always in for a surprise at dinnertime! Adding to the household's liveliness is Annie, a spirited 2-year-old yellow lab who's a beloved member of the family.

Top Skills:

Equipment Knowledge • Inventory Management • Interdepartmental Relationship Management • Consignment Management

Specialties:

Mechanical Aptitude • Technical Sales • Wet-End Chemistries of a Paper Machine • Biocides for Paper Applications

Experience:

Axchem USA: **Technical Sales Engineer**

Kemira Chemicals Inc.: **Technical Sales Representative**

Corenso (Currently Sonoco): **3rd and 4th Hand Backtender**

