

James A. Fiebig

334 Divot Ct.
Cape Carteret, NC 28584
(252) 393.9070 : home
(269) 929.6032 : cell
jimfiebig@yahoo.com
www.sellmorecolor.com
www.jamesfiebig.com

Professional Experience

Objective Statement: After a long career in retail jewelry, community service, and buying gemstones abroad, Mr. Fiebig sold his successful store to help other retail jewelers realize the incredible potential for personal fulfillment and profit associated with increased colored gemstone sales. His goal is to renew the attitudes of American jewelers with his passion for gemstones. This passion is conveyed through teaching buying and selling techniques, inventory analysis, and shared personal experiences. When desired, Mr. Fiebig can lead jewelers on buying trips abroad to more directly benefit local populations of developing nations.

- ◆ January 2008 - Present : Global Sales Director, Zultanite Gems, LLC.
Responsible for launching 100% natural Zultanite gemstone brand.
- ◆ Sept. 2006 - Nov. 2007, Contract with GemsTV to lead documentaries, be an on-camera expert, and train all Production and Presenter staff in the U.K. and the U.S. Current coverage approximately 40 million US households and growing.
- ◆ 2005 - Present, President of Gemstone Adventures, a Madagascar tourism agency serving nearly 100 clients including the Gemmological Association of Great Britain and the Los Angeles Natural History Museum.
- ◆ 2005 Dec -Present, Frequent contributor for *Instore* magazine, *Mid-America Jewelry News*, and *Southern Jewelry News*.
- ◆ 2005 - Present, Motivational speaker for AGTA Tucson and JCK Las Vegas Shows.
- ◆ 2005 Dec Founded SellMoreColor, LLC retail gemstone consulting firm.
- ◆ 1989 - Jan. 2005 : President, Fiebig Jewelers, Inc.
25 years experience in every facet of our industry, including bench work, engraving, human resources, advertising, public relations, store design, sales, and management.
- ◆ Frequent speaker (over 200 public speaking presentations) on gemstones.
- ◆ Extensive travel to purchase gemstones, including Brazil, Madagascar, South Africa, and several East African countries.
- ◆ Design of finished jewelry using stones purchased abroad.
- ◆ Annual sales are up 400% since 1980.
- ◆ 1979 - 1989 : Store Manager, Fiebig Jewelers, Inc.

Professional Memberships

- ◆ MADISON DIALOGUE COLORED GEMS GROUP
Assisting in developing ethical protocols for the world's colored gemstone mining and cutting industries.
- ◆ GIA SPEAKERS BUREAU
- ◆ JEWELERS OF AMERICA
- ◆ JEWELERS' VIGILANCE COMMITTEE
- ◆ MICHIGAN JEWELERS' ASSOCIATION, VICE PRESIDENT 2004
Responsible for two state conventions and past chair for the Future Goals Executive Committee for MJA.
Judged the Michigan Jewelers' Design Competition for three years.
- ◆ GIA ALUMNI ASSOCIATION
Active in continuing gemology education with our local chapter
- ◆ US MADAGASCAR BUSINESS COUNCIL
- ◆ 1980 - 2004 member and Chairman of Downtown Development Authority and Rotary International, Sturgis, MI

Education

1974 - 1978 UNIVERSITY OF MICHIGAN, BA Music Composition