



Pierre Mortemousque

Pierre Inc. Designed and Manufactures Footwear

Pierre Mortemousque is a professional in the footwear industry with over 25 years of experience in sales, product development, and sourcing. Born in Tonneins, France, he moved to the U.S. as a foreign exchange student and later graduated from Elon University with a degree in Business Administration. After working in international sales for a French company, Pierre settled in Lynchburg, Virginia, where he eventually founded Pierre Inc. in 2009. His company designs and manufactures affordable footwear for major U.S. retailers.

Formative Years and Schooling

Pierre Mortemousque was born in a small town in southern France, Tonneins, where he lived until he turned 18. At this age, he received a unique opportunity

to travel to the United States as a foreign exchange student. He spent a year attending Parrott Academy, a private school in North Carolina, where he learned about American culture and improved his English skills.

After completing his exchange program, Pierre continued his education at Elon University in North Carolina. While at Elon, Pierre played soccer and pursued a degree in Business Administration with a minor in Economics. He graduated in 1989, ready to take on new challenges in the professional world.

First Steps in Pierre's Career

After completing his studies in the U.S., Pierre returned to France to begin his professional career. He joined a French company called Sofrace, where he managed sales in the Middle East. His role at Sofrace required him to travel extensively, particularly to the Emirates, Kuwait, and Saudi Arabia. Pierre worked with Sofrace from 1989 to 1992, learning the ropes of international sales and building lasting relationships in the Middle East.

From Sales to the Classroom

In 1992, Pierre married Kelly Mortemousque and moved to Lynchburg, Virginia, where he settled and started a family. Upon moving to Lynchburg, he took on a teaching role at the Virginia Episcopal School, where he taught French and Spanish while also coaching the soccer team. He allowed Pierre to share his love for languages and sports with students during this period. He remained in this role until 1996.

Though Pierre enjoyed his time as a teacher and coach, his drive for business and entrepreneurial spirit eventually led him to explore other opportunities, which resulted in a major shift in his career.

Footwear Industry Career

Pierre joined Consolidated Shoe Company, a Lynchburg-based footwear company, in 1996. His career at Consolidated Shoe company spanned 13 years, during which he held various roles, including sales executive, line builder, and Vice President of Tradewinds Europe. Pierre worked on designing and sourcing footwear, particularly focusing on off-price and branded retail channels.

Founding Pierre Inc.

In 2009, Pierre decided to plunge and start his own business. He founded Pierre Inc., a footwear design and manufacturing company in Lynchburg, Virginia. His company creates footwear tailored to large retailers' needs and price points and focuses on off-price and branded channels for women's and children's shoes.

Pierre Inc. has since become a leader in sourcing and distributing footwear in the United States. With offices in China, the company can design and build shoes efficiently, ensuring that large quantities are delivered on time to retailers. Despite challenges like rising labor costs and tariffs, Pierre has successfully navigated these hurdles, providing the company's growth and stability.

Core Competencies and Abilities

Pierre Mortemousque has over 25 years of experience in the footwear industry. His experience cuts across several areas:

- Sales — Pierre deeply understands sales processes, which has helped him secure long-term partnerships with retailers.
- Product development — he has a keen eye for design, ensuring that the shoes produced by Pierre Inc. meet customer needs and trends.
- Sourcing — Pierre is skilled at effectively sourcing materials and manufacturing, particularly from China, where Pierre Inc. has an elite sourcing office.
- Retail — he has experience working with off-price and branded retail channels, adapting his product offerings to meet their needs.

Highlights of Pierre's Professional Journey

Several accomplishments mark Pierre's long career in the footwear industry:

- Successful entrepreneur — Pierre founded and continues to run a thriving business, Pierre Inc., which has operated for over 15 years. His ability to maintain and grow the company in a competitive industry is one of his most outstanding professional achievements.
- International experience — his work in the Middle East and years of managing international supply chains have given him an understanding of global business operations, particularly in sourcing and manufacturing footwear.

- Leadership in footwear sourcing — Pierre Inc. is known for its expertise in creating footwear tailored to specific retailer needs. The company is a leader in the off-price retail channel, delivering millions of pairs of shoes each year.

Family Dynamics and Interests

Pierre's life has been as full and vibrant as his professional journey. He and his wife, Kelly, have built a life together in Lynchburg, where they are raising their three children: Paul, Emma, and Luc.

In his free time, Pierre enjoys playing tennis and boating. He has also been recognized for his achievements in sports, winning both the Headmaster Award and the MVP Soccer Award during his academic years.