

Name

Address

Phone:

Email:

Summary

Seasoned and dynamic business leader with demonstrated success providing strategic direction and leading during turbulent times. A proven leader who utilizes high levels of initiative, positive motivation and team building. Skill base includes tactical negotiating, strategic thinking, creative planning and effective communications. Exceptional problem-solving abilities, organizational skills and keen sensitivity to bottom-line.

Experience

Company Name

(2001-2009)

Brief company description.

Regional Vice-President, Ottawa

(2007 – 2009)

- Responsible for federal government sales programs nationally
- Managed marketing and sales of products to national market and registered representatives across the territory.
- Established key relationships leading to significant sales of company products.
- Strategic planning for government Standing Offers

Senior Vice-President Dealer Distribution, Toronto (2001 – 2007)

- Developed national market penetration strategies for the dealer channel
- Established training and aided in developing third-party product software.
- Total responsibility for sales of the channel
- Managed 60 dealers and \$70 million in sales

Company Name

(1986-2001)

Brief company description.

Senior Vice-President Operations, Toronto

(1992 – 2001)

- Directed 400 operational, managerial, technical and administrative support staff performing data acquisition, data conversion, data migration and engineering business process outsourcing solutions and applications.
- Directly managed a group of 8 implementation program managers, 4 global IT regional managers, multi-site staff of software applications developers, core group of business process analysts and project managers.
- Chaired the IT strategic planning group and developed global organizations technology plans.
- Developed annual operating budgets, technology budgets and business plans for \$25M department.

Vice-President IT

(1986 – 1992)

- Responsible for IT operations, planning and managing the switch from mainframe/dumb terminal environment to a server based distributed environment while implementing ERP system from numerous software applications
- Relocated hardware and support to internal from outsourced operations
- Accountable for internal and external software and hardware systems from procurement or development through deployment, as well as managing client engagements where technology reviews \ audits, new technology, custom development, or Business Process Management reviews were required.
- Managed tracking and reporting on the operational efficiencies and following through with the development and implementation of corporate policies, processes and tools to increase bottom line performance and facilitate the next phase growth of the company. During this period the company grew from 4 to 30 employees in 2 years. Company was named number 7 on the Profit Hot 50 list of companies in 1990.

Company Name

(1980-1986)

Brief company description.

Vice-President Technical Operations

(1984 – 1986)

- Strategic planning for customer service division across Canada
- Complete responsibility of development and implementation of P & L
- Liaison with United States operations
- Created staffing, development, test, technical operations and production environment plans.
- Managing vendor selection process.

Director Technical Services

(1980 – 1984)

- National service operations both field and support divisions

Education

- Bachelor of Commerce, Canadian University, Accounting Major
- Varsity Football and Basketball
- Local School, Athlete of the Year, Winner of MN Trophy for outstanding academic and athletic achievement
- Dale Carnegie
- Leadership Training
- Union Negotiations Training (Queen's University)