

TITLE: CEO, COO, CFO

LOCATION: Toronto, ON

RELOCATE: Yes No Possibly



CID#: 208530

EXECUTIVE CANDIDATE PROFILE

Having scaled a start-up to over \$125M CAD, successfully completed 2 exits, and personally led over a dozen acquisitions, this executive has a wealth of experience growing businesses on both sides of the Canada / USA border. 20+ years in technology, 9+ years working with Private Equity investors both family office and fund-based. Successful track record of raising capital (\$100M+) from strategic investors, private equity, senior debt and mezzanine debt to fund growth. Equally comfortable with hands-on execution and with strategic planning. Strong track record of team development including building a sales organization with 14 out of 16 leaders promoted into their roles during his tenure as CEO. Omnichannel experience across B2B, physical retail, and ecommerce channels.

A CPA background combined with a broad range of experience across P+L, sales, finance, distribution, digital transformation, systems, supply chain, and operations, uniquely positions this executive as the ideal leader for navigating organizations through uncharted territory to reach their maximum potential.

Uniquely skilled at applying analytics to solve strategic challenges and maximizing cash from complex, next-generation revenue models, he is greatly respected for building and developing exceptional teams that are passionate about their shared vision and collaborating to execute it.

Joining an organization that values its culture and potential is something that they look for in both themselves and in the team they lead. A company that is growing and working toward its promise, inspires and engages this individual's passion. They are driven by a collaborative environment where the business's mission is more important than the individual's role or title.

Recognition / Achievements

- *Recognized a market opportunity, co-founded a start-up, and as CEO grew it from \$0 to \$125M and a successful exit.*
- *As CFO, guided a technology services provider to 3.75x revenue growth in under 3 years through a combination of creative financing arrangements, acquisitions and organic growth.*
- *As business unit leader, reinvigorated a \$500M sales and distribution unit, growing core sales over 50% and new product sales over 275%.*
- *As GM, led a SaaS business unit in redeveloping its platform, driving 100% revenue and subscriber growth in 1 year*
- *As Chief Commercial Officer, increased operating margins by 25%+ by using analytics to address global pricing and distribution opportunities.*

Education / Designations

- *CEO Program: Leading with Purpose ♦ CPA Ontario*
- *General Management Program ♦ Harvard Business School*
- *Chartered Professional Accountant (CPA, CA)*
- *Bachelor of Business Administration*