

PIS Executive Profile

Position: Director of Business Development/Regional Sales Manager

Location: Calgary, AB

Relocate: Yes No Remote

CID#:222455

EXECUTIVE CANDIDATE PROFILE

Senior Leader with 20 years of proven success leading business units in Canada. A background in developing businesses and strategic planning is complemented by leading sales, marketing, IT and operations teams over the last 25 years. Has a strong performance leadership approach by bringing together people from across the organization, measuring success through results, benchmarking and fostering positive relationships internally and externally.

A sales-driven leader with strong interpersonal skills and the ability to create and maintain strong executive relationships to develop a culture of performance. Strong ability to combine strategic planning, competitive positioning, process improvement and product development/management to drive performance and results.

Areas of Expertise

- Enterprise, Mid and Small Market Sales Leadership
- Strategic Planning and Implementation
- Channel Management
- Ability to sell through partners, VAR's as well as directly
- Leading Cross-Functional Teams

Recognition / Achievements

- Last 4 years have grown revenue by 10% YoY selling through a wide variety of sales channels
 - Increased VAR Market Share from 17%-30% (\$120M to \$200M) yearly
 - B2B – (\$400M to over \$500M)
 - National (over \$1.2B)
 - Managed and increased results for Sell in/sell out and sell through
- Developed high performing sales team that overachieved with a three-year YOY growth ranging from 30-65%
- Over 10 years of 100% plus to targets for teams, as well as individually
- Successfully managed sales channels across Canada and verticals from SMB to Enterprise and public sector
- Recognized for the ability to combine strategic planning, competitive positioning, and process improvement to drive performance and results
- 2021 Presidents award for sales innovation and results

Education / Designations

- University of Athabasca – Bachelor of Commerce
- Sauder School of Business (UBC)- Communication Skills
- Sauder School of Business (UBC)- Developing Strategic Business Cases
- Outsourced training – Effective Facilitator (Facilitator Certification)
- NAIT – Telecommunication Degree