

PIS Executive Profile

Position: Chief Strategy Officer

Location: Vancouver, BC

Relocate: Yes No Possibly



CID#:222378

EXECUTIVE CANDIDATE PROFILE

A senior executive with over 25 years of progressive leadership experience in the Communications, Information Technology, and Health Care Industries. A proven track record of driving results through building and developing high-performance teams, constructing effective distribution channels and partners, and leveraging a broad network of influencers and business leaders.

A strategic and collaborative leader, effective in growing market share through balanced leadership, tactical business planning and strong team building/development skills. A practiced negotiator and highly effective communicator who is confident in presenting and operating at a senior level.

Core Competencies

- Enterprise Sales & Relationship Management
- Business Strategy & Transformation
- Channel & Partner Management
- Building & Leading High-Performance Teams
- Public Speaking & Networking
- Contract Negotiation
- Excellent Written & Verbal Communication Skills
- Building & Communication Strong Value Propositions

■ Recognition / Achievements

- Raised 4M US in Capital via Crowdfunding and Private Equity investments
- Grew revenue from 1.7B to 2.5B in three years through the introduction of strategic initiatives, enhanced go to market strategies, and improved compensation models
- Recognized Leaders Circle and Presidents Club Recipient for multiple years
- Top Performing Region for multiple years

■ Education / Designations

- Economic Major, with a minor in Political Science (BA)
- Critical Thinking and Problem Solving for Leaders
- Multiple Sales Training Courses – Acclivus, Holden, DEI, etc.
- Extensive Executive Coaching