

Position: VP Business Development

Location: Richmond, BC

Relocate: Yes No Possibly



CID#: 222766

EXECUTIVE CANDIDATE PROFILE

Sales, support, and technical specialist with over twenty years leading the analysis, design, and delivery of complex technical solutions for national and international companies. Expertise in building relationships and translating clients' complex needs into solutions combining sales leadership, technical expertise, and business acumen. Track record in exceeding sales quotas, decreasing churn, and implementing solutions that deliver results.

	<u>Areas of Expertise</u>	
<i>Leadership & Mentoring</i>	<i>Business Development</i>	<i>Strategic Partnerships</i>
<i>Sales Team Development</i>	<i>Project Management</i>	<i>Analytical Thinking</i>
<i>Sales Process Optimization</i>	<i>Technical Knowledge</i>	<i>Requirement Gathering</i>
<i>Sales Team Support</i>	<i>Project Documentation</i>	<i>Relationship Management</i>
	<u>Technical Expertise</u>	
<i>Networks & Connectivity</i>	<i>WAN / SDWAN / Cloud</i>	<i>Internet of Things (IoT)</i>
<i>UC / UCaaS / VoIP</i>	<i>CRM – Salesforce.com</i>	<i>Software as a Service (SaaS)</i>

■ Recognition / Achievements

- *Negotiated and secured new strategic partnerships with an increase of 157% and zero partnership churn.*
- *Implemented business and operational infrastructure to support revenue growth and business scaling.*
- *Designed and rolled out standardized sales dashboards for salesforce providing access to real-time data.*
- *Designed and documented complex telecoms solutions for national and international companies.*
- *Won large RFP contract to provide solutions for one of Canada's largest casino and resort companies.*
- *Led roll out of the nationwide WAN data network, regional data centers, and national IP phone system.*

■ Education / Designations

- *Bachelor of Arts*
- *Technical Education & Certificates*
 - *Networking, MIS, Data Communications, Server Admin | BCIT Continuing Education*
 - *Certified Telecommunications Network Specialist (CTNS)*
 - *Certified Meraki Networking Associate (CMNA)*
 - *Completed Cisco Certified Network Associate R&S bootcamp*
 - *Certified Blackberry Enterprise Server (BES) Administrator*
 - *Certified Hootsuite Professional*
- *Leadership & Training Certificates*
 - *Franklin Covey Sales Performance and Leadership Training*
 - *Acclivus Sales and Management Training*