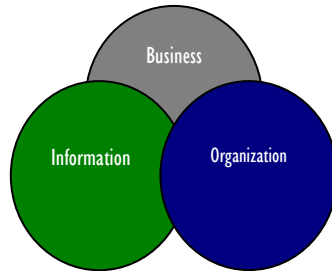


BUSINESS, INFORMATION & ORGANIZATION CHANGE STRATEGIST



Optimizing results by aligning business processes, information technology, and organizational structure...

High-performing professional with an innate ability to align business, information, and organizational requirements to overall strategic goals. Energetic and visionary contributor who inspires teams, balances stakeholder needs, and integrates collective expertise to develop winning outcomes for manufacturing and high-tech industries. International experience and global perspective adds strength to overall profile.

Key Competencies:

- Performance & Process Revitalization
- Strategic Vision & Planning
- Project & Change Management
- “Intrepreneurial” Leadership
- Team Training & Coaching
- Knowledge Management
- Organizational Learning
- Employee Research
- Global Perspective
- Business Analysis

NOTEWORTHY CAREER HIGHLIGHTS

- **Acted** as EBM’s project liaison to successfully support the implementation of a key customer’s Automated Line Control System.
- **Assigned** by EBM’s senior management to oversee two diverse teams for a three-month customer support project. In spite of cultural complexities related to Japanese parent, exceeded expectations.
- **Demonstrated** solid problem-solving skills to avert a major lean manufacturing challenge on customer assembly line; led troubleshooting team to analyze, define, and resolve acute equipment issues.
- **Coached** manufacturing sales representatives throughout Ontario in marketing and sales situations. Facilitated increased consultative marketing and sales for EBM.
- **Architected** decision-making framework to clarify “build or buy” options for client’s systems requirements. Conducted complete application requirements analysis and systems audit which led to implementation of ERP.
- **Utilized** “Seven Tools of Management” to engage client stakeholder group which led to successful process optimization that supported exponential acquisition growth.
- **Managed** the roll-out of new ERP process for international company which included development and implementation of project plan for all sales and marketing activities globally.
- **Conducted** manufacturing plant audit of business, information, and organization. Streamlined operations, reduced inventory, and developed project plan that led to Class “A” certification.
- **Wrote** thesis in conjunction with extensive research project which clearly defined components of a learning organization. Granted M.Sc. Management degree which augmented practical hands-on B.I.O. expertise.

CAREER CHRONOLOGY

Ted Wilson Associates International – Mississauga, ON

2006 – 2007

INDEPENDENT BIO CONSULTANT

- Provide BIO change strategies that optimize processes for small and medium-sized businesses in GTA.

Professional Sabbatical, Great Britian

2003 - 2005

- Designed and launched two-year sabbatical to include postgraduate studies at Liverpool Hope University. Awarded M.Sc. Management degree.

EBM Canada Ltd – Toronto, ON

1997 - 2003

The province's largest provider of IT services, hardware and software, EBM develops innovative solutions for an impressive client list across 10 industries.

MAJOR ACCOUNT MANAGEMENT, MARKETING & SALES

Accountable for major OEM in the automotive manufacturing sector. Quarterbacked all communication and touch points within EBM for major clients. Managed budgets of up to \$5M and cross-functional teams of up to 40 players.

MANUFACTURING INDUSTRY MENTOR

Responsible for analysis of BIO processes; coached EBM account representatives to fully identify and address clients' operational challenges.

APPLICATIONS MARKETING & SALES MANAGER

Responsible for marketing and sales of a third-party product (on-line purchasing system) for EBM.

Wilco International – Mississauga, ON

1995 - 1997

One of the largest ERP software vendors with head office in Germany.

INTERNATIONAL MARKETING MANAGER

Co-led the international roll-out of Wilco V Process, a new ERP application, for the process industry. Accountable for project plan for marketing and sales which included all elements required to launch new application: market analysis, education and training, image building, distribution and support.

Contact Equipment Corporation of Canada – Toronto, ON

1986 – 1994

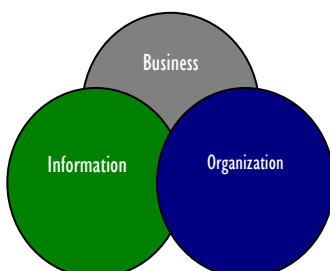
One of the largest information technology systems organizations in the world.

NATIONAL ACCOUNT MANAGER

Responsible to quarterback all sales efforts for Canadian accounts. Led national sales representatives.

EDUCATION & PROFESSIONAL DEVELOPMENT

- **Management Studies** ■ Liverpool University – Liverpool, England
- **Computer Science** ■ York University – Toronto, Ontario
- **Adult Teaching & Training** ■ Durham College – Oshawa, Ontario
- **Operational Management** ■ Durham College – Oshawa, Ontario



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