

SALES LEADERSHIP * OPERATIONAL EXCELLENCE * BOTTOM LINE IMPACT

ENERGY INDUSTRY EXPERTISE – PROPANE / FUELS / SOLAR

A consultative Certified Sales Professional with meaningful operational experience and an extensive track record of driving new business, solidifying key customer accounts, opening new market opportunities and improving internal efficiencies to create profitable growth and stakeholder satisfaction at every level. Focused on expanding the revenue base and dedicated to exceptional client service.

Career has been largely centered in the energy sector, including broad management success with Canada's largest propane marketing company. Competencies are readily transferable to any other fast-paced, competitive and service-centric business sector where an innovative sales approach and attention to detail are keys to trusted relationship building and long-term marketplace gains.

Well organized and self-motivated. Known as a communicative leader of both people and processes.

AREAS OF EXPERTISE

New Business Development
Account Management
Product Selection
Tradeshaw Marketing
Marketing Material Design
Executive and Client Presentations

Inventory Management
Website Design and Maintenance
Sales Training
Technical Training
Facilities and Services Management
Technology Management

HIGHLIGHT ACHIEVEMENTS

- Recognized by Propane Gas Association of Canada and Ontario Propane Association as an industry trainer.
 - Part of design team for Load Securement course for the PGAC used nationwide.
- Controlled \$1.2M in inventory. Implemented reduction and control plan that lowered goods on hand by \$400K and improved audit process by reducing variances to near zero and speeding up process.
- Increased revenue through technical training programs. Instructed fee-based Record of Training courses and provided free client consultation for clients to promote products and elevate hard goods sales.
- Facilitated all internal and external training requirements for 100+ employees to the high standards demanded in a 'dangerous goods' environment. Ensured records were correctly maintained.
- Developed business in a new geographic territory for a major southern Ontario propane retailer. Within one year, established company as viable supplier in a competitor-rich environment where previously non-existent.
- Managed all services and infrastructure for largest branch of leading propane marketer in Canada. Improved efficiency and reduced facility operating costs over a 5 year period.
- Operated entrepreneurial professional photography business in technical, portrait and wedding services. Achieved profits for 5 years with 100% customer satisfaction.
- Managed administration, inventory and maintenance teams during difficult transition to a union environment in 100+ employee workplace. Limited climate negativity and ensured little or no affect to customer service.
- Served as key team member in converting branch inventories and training employees on new computer system across Canada prior to Y2K. All change and support activities were completed with no disruption.
- Influenced change of suppliers for a 'preferred vendor agreement' after analysis of product offering locally and corporate-wide to determine profitability. Saved the company untold dollars and long-term aggravation.

CAREER HISTORY

- ITS – DISPATCH** 2015 - Present
BUSINESS DEVELOPMENT
Offering web-based business operating software to the trucking industry.
- MYRON CORPORATION** 2014 - 2015
ACCOUNT MANAGER
Selling promotional marketing materials to clients across Canada.
- SATURN POWER INC. / ARCADIAN PROJECTS** 2010 - 2013
ACCOUNT MANAGER
Sold and managed solar electricity generation projects to clients in central Ontario.
- TECHNICAL STANDARDS AND SAFETY AUTHORITY** 2009 - 2009
TECHNICAL SERVICES ADVISOR-FUELS SAFETY PROGRAM
Providing Technical Support to industry stakeholders and public regarding Ontario codes and regulations.
- BRYAN'S FUEL** 2008 - 2009
FUEL SALES REPRESENTATIVE
Sold fuels to residential and commercial clients using consultative sales methods. Developed plans for market expansion. Trained employees and provided technical support for propane installation and service departments.
- VALUE PROPANE** 2007-2008
FUEL SALES REPRESENTATIVE
Sold services, equipment and propane to residential and commercial end-users in central and southern Ontario. Provided technical support for installation and service departments.
- LTS-NOREMCO** 2004 - 2007
OUTSIDE SALES REPRESENTATIVE - PROPANE DIVISION
Conducted equipment sales and technical support to the propane and anhydrous ammonia industry in Alberta, BC and Ontario. Established a program for growing business by using industry training as a sales tool.
- NATIONAL ENERGY EQUIPMENT** 2002 - 2004
SALES COORDINATOR – PROPANE DIVISION
Equipment sales and technical support to the propane and anhydrous ammonia industries in Alberta and Ontario.
- SUPERIOR PROPANE** 1989 - 2002
SALES. MANAGEMENT AND SERVICE (VARIOUS ROLES)
Conducted showroom sales of consumer appliances and parts. Managed \$1.2M of inventory, materials and supplies for internal consumption and retail sales. Negotiated vendor agreements for all property management and equipment maintenance. Facilitated all training for 85+ employees as required by government, industry, and the employer.

PROFESSIONAL DEVELOPMENT

Professional Selling	C.P.S.A.
Priority Management	P.M.I.
Petroleum Mechanic (PMH)	T.S.S.A.
Photography	S.A.I.T.
Liquid Propane Gas Fitter (G1-LP)	T.S.S.A.
Automotive Service Technician (310S)	C.C.O.A.A.
Truck and Coach Technician (310T)	C.C.O.A.A.