

TITLE: VP Sales and Marketing / Sales and Business Development Manager

LOCATION: Vancouver, BC

RELOCATE: Yes No Possibly



EXECUTIVE CANDIDATE PROFILE

Senior Sales and Business Development Manager with 20 years' experience selling Health IT into private and public sectors. Managed high growth sales through a technology change to SaaS services. Led business development activities across Canada, and internationally including New Zealand and Australia.

■ Recognition / Achievements

- *Responsible for regional revenue growth ranging from between 10 and 45%/year (2012 – 2020)*
- *Leveraged early market segment success (2012) into a strategy to become the leading vendor in that segment. Sales ranging between \$200 and \$500K. 100% RFP win rate in that segment since 2013. Market segment created a recurring Canadian company revenue increase of 15%.*
- *Lead and operationalized a successful market entry program as the sole certified provincial EMR vendor in New Brunswick, creating a recurring annual revenue increase of 1.5M.*
- *Exceeded annual sales targets up to 146% as Regional Sales Manager.*

■ Education

- *Master of Business Administration (Executive MBA) 2014*
Beedie School of Business, Simon Fraser University, Vancouver, BC
- *Leading High-Performance Teams (Workshop) 2014*
Sysco Canada Inc., Vancouver, BC
- *Human Resource Management Diploma 2003*
British Columbia Institute of Technology (BCIT), Burnaby, BC
- *Bachelor of Arts 1994*
McMaster University, Hamilton, Ontario

■ Personal Information

- *Proud father*
- *Soccer Coach*
- *Surfing, Paddle boarding, running and biking*