Name, MBA, BSc

416.555-5555 – [john@smith.ca](mailto:john@smith.ca) – [Description: http://www.noknok.tv/wp-content/uploads/2011/12/linkedin-logo.jpg](file:///\\192.168.1.51\Verity%20Volume\Career%20Management%20&%20Transition\Portfolio%20Templates\Resume%20Template%201\ca.linkedin.com) https://www.linkedin.com/in/

PROFILE

A multi-segment, multi-sector experienced board member who believes principled governance and strong business performance result from collaboration, transparency and maintaining the focus on the sustainability of the organization over the longer term. A strategy focused executive whose thought processes, experience and knowledge combine in making sound business judgments based on a factual foundation and thoughtful risk analysis. Experienced Treasurer and committee member who thinks like an owner and is skillful in dealing with management and various stakeholders.

Core competEncies

|  |  |
| --- | --- |
| * Strategic Planning and Execution | * Regulatory Compliance |
| * Complex Negotiations | * Key Account Acquisition & Retention |
| * New Market Growth | * P&L / Budgeting |
| * New Business Development | * Profit Building |
| * Employee Engagement | * Cost Control & Efficiency |

BOARD EXPERIENCE

Energy Storage Canada ([energystoragecanada](http://www.energystoragecanada.org).org) 2017 – Present

Energy Storage Canada is the national association focusing on advancing opportunities and building the market for energy storage through advocacy, networking and stakeholder education.

* **Treasure**r – developed budgets, financial controls, tracking and reporting methods, managed external audit process and tax filings.
* **Executive Committee member** providing ongoing guidance on general operating issues not requiring board discussion.
* **Human Resources Committee member** reviewing Executive Director’s compensation, performance measurements and position requirements.
* Collaborate on policy development and advocacy that benefits members.

Canadian Internet Registration Authority ([cira.ca](http://www.cira.ca)) 1998 – 2001

Founding Board Member, Treasurer

CIRA was established to manage the .CA domain, both domestically and internationally on behalf of Canadians. The .CA domain is key infrastructure for the growth and stability of Canada’s global Internet presence.

* Recognized by the Honourable Brian Tobin, Minister of Industry for leadership “as a founder and builder of the .ca domain” through contributions made as a director and officer of CIRA.
* Treasurer – developed budgets, financial controls, tracking and reporting methods, managed external audit process and tax filings.
* Working with the Ministry of Industry and Canada’s National Research and Education Network (“CANARIE”) secured start-up funding.
* Contributed to the development of CIRA’s By-Laws and Letters Patent. Significant focus on mitigating risk from potential issues surrounding corporate brand intellectual property issues.
* Negotiated the transfer of responsibility of the .CA domain administration from the University of British Columbia to CIRA.
* Directly involved in the hiring of the first President and CEO.

Canadian Association of Internet Providers ([caip.ca](http://www.caip.ca)) 1996 – 2000

Founding Board Member, Treasurer

CAIP was established to develop and expand the nascent Internet and online service industry in Canada. The organization represented Internet Service Providers across Canada.

* Treasurer – developed budgets, financial controls, tracking and reporting methods, managed external audit process and tax filings.
* Contribute to the development of the association’s By-laws.
* Collaborated on policy development and advocacy that would benefit members and Internet users.
* Developed with the board a gateway to reduce unnecessary cross-border Internet traffic that reduced member’s operating costs while improving performance.
* Worked with outside council to pursue legal measures against Society of Composers, Authors and Music Publishers of Canada (SOCAN) Tariff 22 desire to have royalty fees charged to all ISPs.
* Contributed to the development of a Code of Conduct.

Canadian Local Number Portability Consortium 2000 – 2001

Director

* Contributed to the development of policies and procedures to permit the transfer of telephone numbers between various telecommunication carriers with minimal impact to customers.

PROFESSIONAL EXPERIENCE

Company Name May 2010 – July 2018

***Vice President***

Reporting to the SVP and later to the CEO, and a member of the Senior Leadership Team reporting to the Executive Committee, led the integration of cultures, business lines, processes and procedures from the three non-regulated merger companies with revenue responsibility of $38M. Many of the services are directional for power utilities – decentralization (transactive energy), digitalization of the grid, democratization and decarbonization. Led a team of over 45 with approximately half management and half represented (excludes sub-contractors and outsourcing partners).

**Company Name** **July 2008 – Nov 2009**

***V.P. Sales and Marketing*** - *Sales offices in Ontario, Quebec and British Columbia.*

Oversight of consumer and commercial sales and marketing of electricity and natural gas forward contracts. Member of the Risk Management Committee and held pricing and P&L responsibility

Company Name Aug 2007 – May 2008

***V.P. Sales,*** *Marketing and Operations for the majority owned Wholesale Energy Group (B2C).*

* Led consumer sales, marketing and operations with offices in Ontario and B.C.

Company Name 2006 – 2007

***VP Strategic Planning and Business Performance,*** *Canada Energy Business Unit (Jan 2007 – Aug 2007)*

Led the development of the mass markets business strategy, focusing on areas of growth and increased customer acquisition and retention in Ontario and western provinces.

***VP Corporate Marketing*** *(North America) One year contract (Jan 2006 – Jan 2007)*

Responsible for pan-North America B2C and B2B strategic marketing strategies working the various B2C and B2B business units in Ontario, Manitoba, Alberta, BC, northeastern US states and Texas.

**Company Name 2000 – 2001**

***Vice President,*** *Marketing and Product Management*

Revised central Canada business unit entrance strategy and was then promoted to national marketing and product responsibility for most valued client segment leading a team of 110 resources.

Company Name 1993 – 2000

***General Manager Sales,*** *Business Partners, (1999 – 2000)*

***Managing Principal,*** *Professional Services, 1996 – 1999)*

***Vice President,*** *Internet Services, (1993 – 1996)*

EDUCATION & PROFESSONAL DEVELOPMENT

MBA, Joseph L. Rotman School of Management, University of Toronto, Toronto ON xxxx

BSc., Computer Science, Name of University, City, ON xxxx

CEET Computer Electronics Engineering Technology (Coop), Name of College, City, ON xxxx

Awards and Recognition

Excellence – Company Name Signature Service Award of Excellence team award, xxxx

Achievement – Company Name Advanced Communications Systems, Achievement Award, xxxx

President’s Club – YYYYYYY Services Corporation, xxxx

Excellence – Company NameSignature Award of Excellence, xxxx

INTERESTS

Official – North York Aquatics Club

Past Group Board Chair, University of Toronto, Rotman School of Management, IMC program for MBA students

Past Soccer coach – North Toronto Soccer Club - coach kids house and select leagues.