

HAPPEN™

Linking People and Opportunities

Candidates Profiles

Winter 2012 Issue



Happen

**Phone: 905-339-0268 | www.happen.ca | Fax: 905-338-9039
1011 Upper Middle Road, Suite 1333, Oakville, Ontario, L6H 5Z9**

Contents

Category	Page
Executive	Page 3
Engineering	Page 7
Finance	Page 8
Human Resources	Page 13
Information Systems	Page 15
Management	Page 18
Manufacturing	Page 26
Materials Management	Page 29
Sales and Marketing	Page 31
Other Professions	Page 36

Susan		905-825-5133	bsheppard000@sympatico.ca	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Executive Director - Bronte Butterfly Foundation	Managing not for profit, charity, business, Olympians and prof. athletes Susan engages strategic partners to generate awareness & create legacies with a passion and determination that delivers. An active leader and community advocate she develops and sustains collaborative opportunities for business, community groups, and media. Delivering results, awareness and millions, she creates unique community legacies and special event experiences.		Work/System Specific Training & Conferences	
Public School Trustee - Halton District School Board			Finance, Law & Media Mentors	
Provincial Games Co-ordinator - Ontario Special Olympics			MSOffice & Social Media Training	

Timothy		+1 905 659-5713	tim.ley@sympatico.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
President - FutureProof Consulting	Globally experienced product management executive. Achievements include: - building \$200 million global product line from concept to commercialization - leading sales team's accelerated 57% besting of revenue targets - spearheading \$100 million earnings increase for existing business - repositioning \$700+ million industrial business to more profitable markets - negotiating \$60 million sale of undervalued technology.		MBA	
Director, New Product / Market Development - Vale Inco Limited			BASc	
Vice President, Sales & Marketing - Pollock Nationalease				

David		905-281-2923	d.hatch@procustomergroup.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
President and Founder - Procustomer Group Inc.	Successful C-suite executive who led Information Technology (CIO), Operations, Sales & Marketing Aligned IT investments with corporate goals & best practices Doubled sales by restructuring sales & distribution to customer focus Reengineered processing operations to customer lines for 42% productivity increase Oversaw \$150M strategic change in 1400 bank branches to add 5000 Financial Advisors		MBA, Schulich Business School, York University	
Vice president I.T., Operations, Sales & Marketing - Empire Life Insurance			BASc, Industrial Engineering, U of Toronto	
Director Project Management - CIBC				

HAPPEN Profiles Winter 2012

Roy	905-842-9638	rpgamm@gmail.com	\$100k-\$125k
Most Recent Positions	Accomplishments	Skills/Education	
Director of Operations - Cardinal Meat Specialists Ltd	*Greenfield factory from 23K' to 66K' in 14mths *Part of Exec team - grew the business from \$38M to \$70M in 5 yrs *Built a training program that resulted in improved Efficiencies and Reduced Maintenance downtime	University of Durban - Diploma - Manufacturing Management	
Director of Manufacturing - Cardinal Meat Specialists	*Seasonal Labour turnover reduction over 250% in 3 yrs *Waste control program - waste from 12% to 5%	University of Durban - Diploma - Quality Management	
Maintenance Manager - Kruger Packaging	*SQF & HACCP accreditation 2011 *Manpower motivation - reduced absence 7% to 3%	Polytech - Trade Certified - Diesel Mechanic	

Mark	705.488.2681	marklawrie0@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
China Project Director - Dayco Suzhou Company Ltd	Commissioned a green field mfg plant in China ontime,under budget	Bachelor Industrial Engineering	
Director of Operations NA - Dayco Products LLC	Directed Tier 1,2 ,aftermarket manufacturing plants with significant improvements to customer values and business core competencies	ATQPS lean mfg certified Six Sigma Black Belt	
Plant Manager - Dayco Canada Corp	Turned around under performing plants into efficient lean/6 sigma BU's in short periods contributing \$8+ million impact to Ebitda Career progression from Plant Mgr,VP,Director,GM		

Michael	905-847-6714	mmarco1@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
Senior Director, Shared Finance Services - Livingston International	Moderator - CMA Ontario's Strategic Leadership Program	CMA - CMA Ontario MBA - Concordia University	
Senior Vice President, Finance / Corporate Development - Aviva Canada	Led planning & analysis role at RBC, ING, Aviva & Roots of Empathy Led change team implementing financial system for planning & reporting	B. Comm., Honours Quantitative Methods - Concordia University	
Vice President, Planning & Expense Management - ING Canada (now Intact)	Deep expense management – successes in procurement & process Developed delivery channel strategy for Aviva Board Led strategic sourcing at RBC - run rate savings over \$100M		

HAPPEN Profiles Winter 2012

Ian		289-868-9522	ianroome@mac.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Director of Food & Beverage - Niagara Clifton Group	Lead the reorganization of a Food & Beverage department with limited cost controls, no standardized inventory systems and an inability to determine profit.		Ryerson University 1979-83	
Regional Director of Food & Beverage - ClubLink Corporation	_ Created a cost control & inventory system to measure profit and deliver monthly P&L's.		Brock University 2007	
Director of Operations - Expo Foods L.L.C.	_ Successfully opened Canada's first Ruby Tuesday restaurant.		Dale Carnegie 2004-09	
	_ Documented a 3% bottom line increase despite a 8% decrease in top line sales.			

Ronald		905-336-9258	rbilling23@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Director - Wilfrid Laurier University	Highly skilled, award-winning leader with a track record for managing, improving, and expanding operations in business, retail, and manufacturing environments.		UofW- CIM	
Manager - University of Guelph	Combines shrewd business skills with the vision to identify ways to reduce costs, improve efficiencies, eliminate unprofitable operations, reduce waste, improve staff morale, and increase profitability.		Conestoga College	
General Manager - Billing Home Projects			NACS	

Shari		647-965-2080	readsh@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Marketing Director, UK/Ireland - Pfizer Consumer Healthcare	Experienced and passionate builder of consumer brands in Canada and Internationally.		BBA (Marketing) - Wilfrid Laurier University	
Marketing Director, Canada - Wyeth Consumer Healthcare	* Grew Advil to #1 pain reliever in Canada, more than doubling sales		Executive Development in Marketing Management, Consumer Insights, Media Planning, Strategy, Creative Development	
Category Manager - Wyeth Consumer Healthcare	* Grew Centrum to #1 multivitamin in UK			
	* Developed award-winning multi-media ad campaigns anchored in consumer insights			
	* Launched 20+ successful new consumer products			
	* Strong strategist and team leader		Working proficiency in French, currently learning Spanish	

HAPPEN Profiles Winter 2012

Peter		647-294-1103	ps2g4@me.com	\$150k+
Most Recent Positions	Accomplishments		Skills/Education	
Global Head of BPM Services - RBC Capital Markets	A highly versatile, results and challenge driven executive with a proven track record in delivering effective business-aligned technology innovation. I have established and led highly impactful technology organizations who have delivered BPM solutions, large scale projects (global ERP, solution development, infrastructure), and significant technology process improvements.		B. Math, University of Waterloo	
Senior Director, Business Management - CIBC				
Practice Director - Oracle Consulting				

Neil		416 907-6707	njconnolly@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Managing Director - Crelogix Acceptance Corporation	<ul style="list-style-type: none"> • Grew international Major Accounts revenue (Fortune 500 accounts) over 55% in 2.5 years • Turned around organization by increasing sales and reducing costs, to achieve profitability in first year as GM • Reduced product return rate by 75% • Improved customer satisfaction from 56% to 98% • Improved productivity (80% reduction in overtime, 42% reduction in staffing, 10% increase in output) 		MBA - Schulich School of Business BBA - Lakehead University	
Director, Major Accounts - Shred-it International				
-				

Tracy		905.808.4214	tboschman@cogeco.ca	\$125k-\$150k
Most Recent Positions	Accomplishments		Skills/Education	
national VP Sales and Marketing - Edgeworth	Managed representatives throughout Canada in the Alternative Investment market		University of Mount Royal University of Saskatchewan Education University of McMaster	
National VP Business Development - Edgeworth	Grew revenue from \$1.2 million to \$2.5 million per month.			
VP Operations - Post Master Digital	Was the firms' prime representative and spokesperson during emerging Canadian and Asian investment markets. Designed and built a new \$5 million production facility Monitored budgets fluctuating between \$100,000 to \$1 million per project at one time			

HAPPEN Profiles Winter 2012

Bibhau		416 562 6645	bibhaut@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Vice President - KIPCO - -	An experienced executive that has led the strategic planning and analysis division for a \$25 billion group, with experience of raising \$2.6 billion from the international bond market and debt syndication market, led the commercial team for the sale of \$4 billion of assets and led several corporate development initiatives that have made a strategic impact on the business.	MBA Finance Brigham Young University- Utah BSc Brigham Young University - Hawaii		

Lisa		647-519-1418	l.george@rogers.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Senior Vice President, Strategic Business Planning - International Financial Data Services(IFDSCanada) Director, Service Operations Central Canada - GE IT Solutions Senior Management Consultant, Corporate Strategy & Change Practice - IBM Canada	Led .strategic planning process to defined short and long term business goals and measurements for the organization. Restructured customer relationship management programs that strengthen performance, reduced costs and increased retention for major services and technology clients. Defined and implemented multi-faceted Client Satisfaction Programs that achieved higher scores.	Certified Management Consultant (CMC), Ivey Executive Business Institute, IBM New York Executive Programs, Walt Disney University of Disney Executive Leadership Development Program, National Training Laboratory (NTL)		

Brian		9057029428	breichert36@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Technical Sales Representative - Canadada Colors and Chemicals	Provided technical sales services for 70 accounts in the Coatings, Adhesives, Construction Industries.		B. Sc., Chemistry Honours	
Technical Solutions and Supplier Development Specialist - Canadada Colors and Chemicals	Successfully managed customer's expectations on products when there was a shortage of material by recommending an alternative product to help them maintain their business with their customer.		Essential Selling Skills	
Technical Solutions Specialist - Canadada Colors and Chemicals	Secured a new account and developed over \$500,000 in sales in one year.			

Lynn		905-339-2855	lpilmoor@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Area Sales Manager - Siemens Building Technologies	Respected, client-focused sales executive with extensive experience in building and managing client relationships; resolving critical issues; assessing competitive environments; developing and executing successful win strategies.		B.A. Sc. - Mechanical Engineer - University of Waterloo	
Certified Client Executive - IBM Canada Ltd.	Proven record of sales growth in extremely competitive and difficult markets accomplished through combination of unique ability to build meaningful executive relationships with strong business acumen.		MBA - Finance Major - Schulich School of Business	
Construction Engineer - IBM Canada Ltd.			LEED Green Associate	

Kahtan		416.876.2717	kahtan.it@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Delivery Manager eBusiness Applications - du Telecom	Played various Sr. Mgr roles in a star performing TELECOM CO.		Master Management Information Technology (in progress)	
Manager IT Process Automation - du Telecom	Built successful teams, located across the world, that delivered RESULTS.		Post.Grad Diploma Management Information Technology	
Manager EDMS - du Telecom	Led complex cross functional projects, following the PMBoK with value up to \$8 M.		PMP	
	Selected to turn over the Digital Marketing apps, introduced better customer experience, which resulted in 100% revenue increase, and 40 % customer reach.			

David A.		905 458-0379	arygh@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
CFO - Telehop Communications Inc.	CMA for 20 plus years, with 20 years experience at a senior level in Finance and Treasury. Experienced in IT implementations, conversions and exposure to merger and acquisition analysis. Most recently in a turn around CFO level position.		Certified Management Accountant 1991	
Corporate Controller - Xentel DM Incorporated			Bachelor of Commerce (UofT)	
Controller - Columbia-MBF				

Renato		905-564-6090	renatocip@hotmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Business Analyst - Rexall Pharma Plus	Administer the Pharma Plus labour management programme. Fcast sales & labour, var analysis, create and send reports to stores & senior mgmt. Provided financial analysis support for Shared Services at Dupont Cda. Set up the reporting and controls for Blockbuster's Rev Share programme. Ensured fin compliance on contracts with movie studios.		BA: University of Toronto	
Financial Analyst - Dupont Canada			CMA-5th level	
Revenue Share Analyst - Blockbuster Canada			Forecasting & Budgeting, Analysis & Reporting, Extensive Accounting Experience	

Sarah		416-631-7907	sarah.kimball@rogers.com	\$50k-\$75k
Most Recent Positions	Accomplishments		Skills/Education	
Financial Analyst - BIOTRONIK Canada Inc.	Corporate finance & accounting professional with experience in forecasting, budgeting, analysis, modelling, cost control and strategic planning. Experienced in ERP (SAP) implementations. Unique background in sales, product development and finance allows big picture view of business. Strong communication and presentation skills. Hands on broad financial accounting experience, including IFRS.		MBA (Corporate Finance)	
Business (Finance) Manager - Pearson Education Canada			CMA	
Acquisistions Editor - Prentice Hall Canada			BA (English & Philosophy)	

HAPPEN Profiles Winter 2012

Stephen T.		416-621-1401	stevesplace@sympatico.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Credit Manager - Robertson Building Systems	Building productive and effective work teams. Establish, streamline and automate systems and procedures to increase efficiency; Generate creative and innovative solutions through strong analytical problem solving abilities; Satisfy customer needs and requirements contributing to increased sales and profitability in Canada and the U.S.		B.B.A.-Business Administration	
Credit Manager - Delphi Solutions			C.C.P.-Credit Management	
Credit Manager - Carpita Corp.			C.I.M.-Industrial Management	

Jenny		647 838 9606	okonkwoj@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Independent Contractor - Transform Consulting	<ul style="list-style-type: none"> - negotiated recovery of \$2m supply chain debt - improved invoicing accuracy from 20% to 75% by improving month end billing process - improved revenue reporting via a new AR reconciliation process with KPMG - automated 80% of executive reporting, transforming own team from 'crunchers' to 'catalysts' - reduced monthly reporting cycle by 2 days - automated data input to reduce annual budget cycle time by 20% 		Master of Business Administration	
Manager, Commercial Finance, National Reporting and Systems - Molson Coors Canada			Chartered Institute of Management Accountants Designation (CIMA, England)	
Manager, Supply Chain Finance - Molson Coors Canada			Postgraduate Certificate in Project Management, Bachelor of Science Degree with Honours	

John		john_dalgleish@hotmail.com	john_dalgleish@hotmail.com	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
President (Management Consultant) - JDFS (Private Company)	Rotary International, consulting for the establishment of a new Canadian Secretariat Office (W. Wilkinson C.M., R. Scott) Implemented Clarity Financial reporting System Atomic Energy of Canada (M. Ingram). Recommended for the establishment and established the financial reporting for Royal Bank of Canada's Wealth Management Segment (Dr. B. Galloway, J.E. Cleghorn O.C.).		McMaster University M.B.A.	
Consultant - PTC Accounting			McMaster University B.Sc.	
Advisor - Royal Bank of Canada				

HAPPEN Profiles Winter 2012

Michael		905-847-6714	mmarco1@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Senior Director, Shared Finance Services - Livingston International	Moderator - CMA Ontario's Strategic Leadership Program		CMA - CMA Ontario	
Senior Vice President, Finance / Corporate Development - Aviva Canada	Led planning & analysis role at RBC, ING, Aviva & Roots of Empathy		MBA - Concordia University	
Vice President, Planning & Expense Management - ING Canada (now Intact)	Led change team implementing financial system for planning & reporting		B. Comm., Honours Quantitative Methods - Concordia University	
	Deep expense management – successes in procurement & process			
	Developed delivery channel strategy for Aviva Board			
	Led strategic sourcing at RBC - run rate savings over \$100M			

Hemant		905 232 3216	hemantprad@gmail.com	\$50k-\$75k
Most Recent Positions	Accomplishments		Skills/Education	
CONTROLLER - AMECAN INC., MISSISSAUGA, ON	Revamped the accounting processes for timely and meaningful reporting.		Chartered Accountant - Canada	
AUDIT MANAGER - HORWATH INTERNATIONAL – PUBLIC ACCOUNTANTS	Reduced month end reporting cycle by 18 days.		Certified Public Accountant - USA	
	Introduced budgeting process.			
	Instituted better receivables follow-up to reduce the receivables by 17 days.			
	Introduced best practices in Cash Management. Savings \$235k in 2011.		Certified Information Systems Auditor - USA	
CONTROLLER - YIACO MEDICAL Co.	Brought discipline, predictability, consistency and structure to Month end process.			

Roger		905-257-3351	roger.roney@bell.net	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Product Management - Bell Canada	Led the technical and marketing team that placed the first Canadian multi-city gigabit Ethernet network providing the backbone for over \$200M in revenue		MBA - Queen's University Kingston	
Financial Planning and Strategic Analysis - Bell Canada	Integrated the \$9B consolidated plan of 40 business units to Bell executives		Bachelor of Applied Science - University of Toronto	
Project Manager - Bell Canada	Coached and led 9 managers and 70 craftsmen into Total Quality Management while exceeding customer service results and reducing overtime by 10%.			

HAPPEN Profiles Winter 2012

Bibhau		416 562 6645	bibhaut@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Vice President - KIPCO - -	An experienced executive that has led the strategic planning and analysis division for a \$25 billion group, with experience of raising \$2.6 billion from the international bond market and debt syndication market, led the commercial team for the sale of \$4 billion of assets and led several corporate development initiatives that have made a strategic impact on the business.	MBA Finance Brigham Young University- Utah BSc Brigham Young University - Hawaii		

Jim		905-508-2755	jim.doak@bell.net	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Principal - Stern Cohen LLP Manager - Stern Cohen LLP Senior Staff Accountant - Stern Cohen LLP	Chartered Accountant with 25 years of experience helping clients to resolve and manage a broad range of accounting and tax related issues. Personable and patient, keeps clients' needs and best interests top of mind while diligently attending to details. Collaborative and supportive team leader and player who creatively solves problems and delivers results.	Brock University University of Toronto Dale Carnegie		

Kathleen		289-933-7747	kmkennedy4@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Learning Consultant and Coach - Self-employed	*10+ years of experience in organizational learning	Master of Education, Adult Education		
Program Manager - McMaster University Centre for Continuing Education	*Successfully designed, developed and facilitated learning programs for a variety of organizations in diverse industries	Certified Breakthrough Coach		
Corporate Trainer - McKesson Logistics Solutions	*Exceeded program enrollment goals by 34% through marketing efforts, customer service, ongoing communication and follow up with current and prospective students	Honours Bachelor of Arts		
	*Negotiated new custom training business resulting in increased program revenue			

Muriel		905-457-8524	muriellangford@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Manager, Staff Education & Development - National Life of Canada (now Industrial Alliance)	DISCOVERING COMPETENCIES, ENGAGING PEOPLE, IMPROVING RESULTS Redesigned Performance Appraisal process based on implementation of core competencies. Result: employee development measurably aligned with business objectives/Values.	BA Psychology - York University (equivalent of 2 years completed part-time)		
Senior Business Manager/Business Consultant/Resource Manager - Bank of Montreal	85% reduction in training costs by implementing on-line training. 300% increase in attendance at All Employee Communication Meetings, revamped to meet audience focus.	Adult Education Certificate Seneca College		
Manager, National Education and Training - AT&T Canada		Certified in Designing Instruction (Friesen Kaye)		

Lisa		905-452-8382	lisa.gallant@ymail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Business & Education Manager - Fun avec French	Managed & trained: 21 Facilitators, 6 Admin. Assistants	Bachelor of Business Administration, Universit_ de Moncton		
Instructor, Adult French Course - Canadian Parents for French (Ontario)	Designed corporate training programs	Marketing and Sales Specialist Certificate, Sheridan College		
Program Design Specialist - Excel Thru Learning	Facilitated & designed 4-year French curriculum	Helping Adults Learn, Sheridan College		
	Implemented service standards: Experience, Courtesy, Efficiency, Safety & Security			
	Built relationships with 37 schools, 3 school boards, and over 1,700 customers			
	Increased active students (2007: 58%, 2008: 23%, 2009: 26%)			
	Reduced registration processing time by 50%			

David A.		905 458-0379	arygh@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
CFO - Telehop Communications Inc.	CMA for 20 plus years, with 20 years experience at a senior level in Finance and Treasury. Experienced in IT implementations, conversions and exposure to merger and acquisition analysis. Most recently in a turn around CFO level position.		Certified Management Accountant 1991	
Corporate Controller - Xentel DM Incorporated			Bachelor of Commerce (UofT)	
Controller - Columbia-MBF				

Natalie		905-877-5339	nldano@cogeco.ca	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Business Analyst - Gore Mutual Insurance	Results oriented IT professional that has both project management skills and business analysis. I am interested in learning about new technologies and industries. I have worked in provincial government, chemical manufacturing, telecommunications, sales and marketing and insurance. My role allows me to be the bridge between the business requirements and the IT solution.		Business Systems Analyst Certificate	
Project Manager/Business Analyst - Mosaic Sales Solutions			Use Case Analysis	
Project Manager - Bell Mobility			Kaset Customer Service	

Linda		905-338-6503	linda.mozewsky@gmail.com	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Business Services Manager (Outsourced Technology Services Contract Management) - Canadian Tire Corporation	An experienced, highly organized information technology professional passionate in achieving business value. Accomplishments include: - Established & managed governance of outsourcing contracts - Negotiated price reduction in contract for costs savings of 18% - Costs avoided by managing a reduction in higher than expected incidents - Developed & executed change mgmt & training for a multi-stakeholder project		Outsourcing Strategy and Scoping, CORE, 2010	
Data Quality Manager - Canadian Tire Corporation			ITIL (Information Technology Infrastructure Library) Certified, 2000	
Project Analyst - Canadian Tire Corporation			Bachelor of Science, (Minor in Mathematical Science) University of Guelph, 1979	

HAPPEN Profiles Winter 2012

David		905-281-2923	d.hatch@procustomergroup.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>President and Founder - Procustomer Group Inc.</p> <p>Vice president I.T., Operations, Sales & Marketing - Empire Life Insurance</p> <p>Director Project Management - CIBC</p>	<p>Successful C-suite executive who led Information Technology (CIO), Operations, Sales & Marketing Aligned IT investments with corporate goals & best practices</p> <p>Doubled sales by restructuring sales & distribution to customer focus</p> <p>Reengineered processing operations to customer lines for 42% productivity increase</p> <p>Oversaw \$150M strategic change in 1400 bank branches to add 5000 Financial Advisors</p>		<p>MBA, Schulich Business School, York University</p> <p>BASc, Industrial Engineering, U of Toronto</p>	

Haim		514-892-9772	Haim@crimsonet.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Forex Trading Automation Expert - Crimsonet Technologies, Inc.</p> <p>Project Manager - Telus</p> <p>Project Manager and System Architect - Amdocs</p>	<p>Over twenty years of managerial experience in Information Technology centered on project management and system architecture, an invaluable combination for ensuring the successful business deployment of IT projects. Superior business analysis, planning, and project execution skills, together with strong background in software development and engineering, complements business skills with invaluable technical knowledge.</p>		<p>B.Sc. Computers Engineering</p>	

Lynn		905-339-2855	lpilmoor@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Area Sales Manager - Siemens Building Technologies</p> <p>Certified Client Executive - IBM Canada Ltd.</p> <p>Construction Engineer - IBM Canada Ltd.</p>	<p>Respected, client-focused sales executive with extensive experience in building and managing client relationships; resolving critical issues; assessing competitive environments; developing and executing successful win strategies.</p> <p>Proven record of sales growth in extremely competitive and difficult markets accomplished through combination of unique ability to build meaningful executive relationships with strong business acumen.</p>		<p>B.A. Sc. - Mechanical Engineer - University of Waterloo</p> <p>MBA - Finance Major - Schulich School of Business</p> <p>LEED Green Associate</p>	

HAPPEN Profiles Winter 2012

Kahtan		416.876.2717	kahtan.it@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Delivery Manager eBusiness Applications - du Telecom	Played various Sr. Mgr roles in a star performing TELECOM CO.		Master Management Information Technology (in progress)	
Manager IT Process Automation - du Telecom	Built successful teams, located across the world, that delivered RESULTS.		Post.Grad Diploma Management Information Technology	
Manager EDMS - du Telecom	Led complex cross functional projects, following the PMBoK with value up to \$8 M.		PMP	
	Selected to turn over the Digital Marketing apps, introduced better customer experience, which resulted in 100% revenue increase, and 40 % customer reach.			

Peter		647-294-1103	ps2g4@me.com	\$150k+
Most Recent Positions	Accomplishments		Skills/Education	
Global Head of BPM Services - RBC Capital Markets	A highly versatile, results and challenge driven executive with a proven track record in delivering effective business-aligned technology innovation. I have established and led highly impactful technology organizations who have delivered BPM solutions, large scale projects (global ERP, solution development, infrastructure), and significant technology process improvements.		B. Math, University of Waterloo	
Senior Director, Business Management - CIBC				
Practice Director - Oracle Consulting				

Lisa		647-519-1418	l.george@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Senior Vice President, Strategic Business Planning - International Financial Data Services(IFDSCanada)	Led .strategic planning process to defined short and long term business goals and measurements for the organization.		Certified Management Consultant (CMC), Ivey Executive Business Institute, IBM New York	
Director, Service Operations Central Canada - GE IT Solutions	Restructured customer relationship management programs that strengthen performance, reduced costs and increased retention for major services and technology clients.		Executive Programs, Walt Disney University of Disney	
Senior Management Consultant, Corporate Strategy & Change Practice - IBM Canada	Defined and implemented multi-faceted Client Satisfaction Programs that achieved higher scores.		Executive Leadership Development Program, National Training Laboratory (NTL)	

David A.		905 458-0379	arygh@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
CFO - Telehop Communications Inc.	CMA for 20 plus years, with 20 years experience at a senior level in Finance and Treasury. Experienced in IT implementations, conversions and exposure to merger and acquisition analysis. Most recently in a turn around CFO level position.		Certified Management Accountant 1991	
Corporate Controller - Xentel DM Incorporated			Bachelor of Commerce (UofT)	
Controller - Columbia-MBF				

Shirley		416-760-0158	sgallaug@hotmail.com	Negotiable		
Most Recent Positions	Accomplishments		Skills/Education			
Manager, Quality Assurance - Taro Pharmaceuticals Inc.	<ul style="list-style-type: none"> * Track record of effective pharmaceutical Quality Management, resolution of significant operational quality and regulatory risks * Successfully introduced and implemented technical process improvements to test methods (Microbiology and Chemistry), manufacturing processes * Managed capital budgets (up to \$ 600,000) and operational budgets (up to \$ 5.2 million) to target * Continuous improvement 		B. Sc. (Microbiology)			
Senior Manager, Quality Assurance/Quality Control - SteriMax Inc.						
Manager, Quality Control - Ciba Vision Canada inc.						

Susan		905-825-5133	bsheppard000@sympatico.ca	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Executive Director - Bronte Butterfly Foundation	Managing not for profit, charity, business, Olympians and prof. athletes Susan engages strategic partners to generate awareness & create legacies with a passion and determination that delivers. An active leader and community advocate she develops and sustains collaborative opportunities for business, community groups, and media. Delivering results, awareness and millions, she creates unique community legacies and special event experiences.		Work/System Specific Training & Conferences	
Public School Trustee - Halton District School Board			Finance, Law & Media Mentors	
Provincial Games Co-ordinator - Ontario Special Olympics			MSOffice & Social Media Training	

HAPPEN Profiles Winter 2012

Michael P.		905-825-8221	khprov@bserv.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
<p>Customs Consultant-Winter 03/ Customs Coordinator - Thompson Ahern Customs/Kuehne & Nagel Intl Ltd.</p> <p>Logistics Analyst - Ford of Canada/Logistics-Customs Dept</p> <p>Logistics/Customs Consulting - Intelli Trade Inc/Consulting</p>	<p>Winter/03-regional content rules of origin applied. I have 12 years of industry experience. Saved money by having few refund claim errors. OTA award winner from Sheridan College Logistics program. Developed carrier service level reports for senior management. Confirmed Nafta white book rulings. Customs compliance work completed over 8-10 years;amps education. Rated many entries for clients.</p>	<p>Logistics Certificate: Sheridan College- MRP, MPS, Customs Regulations, Logistics Budget Planning, Freight Marketing, Customs Technical Rules</p> <p>CITT course credits/ 8 of 10 completed-Intl Trade, NAFTA, Distribution, Customer Service, Supply Chain Systems, Logistics Planning, Transportation Economics</p> <p>Certified Customs Specialist- Amps, Procedures, Tariff, Compliance, Administration</p>		

John		905 454 7848	johngriffiths@sympatico.ca	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
<p>General Manager - Organic Resource Management Inc.</p> <p>Consultant - Equity Freight Services Inc.</p> <p>General Manager - Continental Air Freight Ltd.</p>	<p>Utilized my skills to lead Organic Resource into a highly successful business, increasing sales from under \$2MM to over \$7MM in 5 years. Standardized the vacuum truck fleet, lowered maintenance costs & increased profits.</p> <p>General Manager at Continental Air Freight - a Canadian success story with sales over \$25MM (Sold to Day & Ross/Right O Way).</p> <p>Looking for a challenge.</p>	<p>UK Educated</p> <p>Sir George Williams Montreal</p> <p>Sheridan College Brampton & Oakville</p>		

Sarah		416-631-7907	sarah.kimball@rogers.com	\$50k-\$75k
Most Recent Positions	Accomplishments	Skills/Education		
<p>Financial Analyst - BIOTRONIK Canada Inc.</p> <p>Business (Finance) Manager - Pearson Education Canada</p> <p>Acquisistions Editor - Prentice Hall Canada</p>	<p>Corporate finance & accounting professional with experience in forecasting, budgeting, analysis, modelling, cost control and strategic planning. Experienced in ERP (SAP) implementations. Unique background in sales, product development and finance allows big picture view of business. Strong communication and presentation skills. Hands on broad financial accounting experience, including IFRS.</p>	<p>MBA (Corporate Finance)</p> <p>CMA</p> <p>BA (English & Philosophy)</p>		

HAPPEN Profiles Winter 2012

Tom		905-877-6177	tomyoung51@yahoo.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Operations Manager - S.P. Richards Canada	Recognized for making a significant impact to corporate operations devising and deploying numerous programs to optimize operations while making a significant contribution on the senior management team		Seneca College of Advanced Learning and Technology Toronto Ontario. Certificate - Marketing with Honours	
Owner / Operator - Cawker & Young Outfitting Ltd.	Controlled the scheduling of 22 production rooms, 10 open production areas, managed 50 pieces of manufacturing equipment and a tool and die shop employing 110 hourly paid workers.			
V.P. Operations & Materials Management - Ivers Lee Ltd.				

Linda		905-338-6503	linda.mozewsky@gmail.com	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Business Services Manager (Outsourced Technology Services Contract Management) - Canadian Tire Corporation	An experienced, highly organized information technology professional passionate in achieving business value.		Outsourcing Strategy and Scoping, CORE, 2010	
Data Quality Manager - Canadian Tire Corporation	Accomplishments include: - Established & managed governance of outsourcing contracts - Negotiated price reduction in contract for costs savings of 18% - Costs avoided by managing a reduction in higher than expected incidents		ITIL (Information Technology Infrastructure Library) Certified, 2000	
Project Analyst - Canadian Tire Corporation	- Developed & executed change mgmt & training for a multi-stakeholder project		Bachelor of Science, (Minor in Mathematical Science) University of Guelph, 1979	

John		john_dalgleish@hotmail.com	john_dalgleish@hotmail.com	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
President (Management Consultant) - JDFS (Private Company)	Rotary International, consulting for the establishment of a new Canadian Secretariat Office (W. Wilkinson C.M., R. Scott)		McMaster University M.B.A.	
Consultant - PTC Accounting	Implemented Clarity Financial reporting System Atomic Energy of Canada (M. Ingram).		McMaster University B.Sc.	
Advisor - Royal Bank of Canada	Recommended for the establishment and established the financial reporting for Royal Bank of Canada's Wealth Management Segment (Dr. B. Galloway, J.E. Cleghorn O.C.).			

HAPPEN Profiles Winter 2012

Roy	905-842-9638	rpgamm@gmail.com	\$100k-\$125k
Most Recent Positions	Accomplishments	Skills/Education	
Director of Operations - Cardinal Meat Specialists Ltd	*Greenfield factory from 23K' to 66K' in 14mths *Part of Exec team - grew the business from \$38M to \$70M in 5 yrs *Built a training program that resulted in improved Efficiencies and Reduced Maintenance downtime	University of Durban - Diploma - Manufacturing Management	
Director of Manufacturing - Cardinal Meat Specialists	*Seasonal Labour turnover reduction over 250% in 3 yrs *Waste control program - waste from 12% to 5%	University of Durban - Diploma - Quality Management	
Maintenance Manager - Kruger Packaging	*SQF & HACCP accreditation 2011 *Manpower motivation - reduced absence 7% to 3%	Polytech - Trade Certified - Diesel Mechanic	

Sandra	519-993-0099	sandra_arthurs@rogers.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
Regional Account Manager - Metroland Media Group	Strategic MarComm Project Manager and Sales Growth Champion.	MBA - Dalhousie	
Publisher & Marketing Consultant - Sandra Arthurs & Associates	Developed national marketing program for a Disaster Restoration Franchise. Sales revenue increased by 75% and the National Franchise Network grew by 65% within 18 months.	B.A,Hons. -Queens Master Communicator Certificate - Wilfred Laurier School of Management	
Publications Sales & Marketing Manager - Johanns Printing Company	Publisher of a National Insurance Claims Management publication for 12 years. Published first Canadian Insurance Claims Manual & first Canadian Agri-Food Contact Directory.		

Eduardo	9055821446	eduardo.granda@live.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
Assistant Commodity Trader - Export Packers Company	Reduced logistics costs by 30% through effective vendor selection and negotiation Established alliances with distributors, retailers and MROs	Master in Business Administration (MBA), Bachelor (BSc) in Business Administration, University of the Pacific	
Business Development Executive - Storage Appliance Corporation (Clickfree)	Launched BlackBerry devices through marketing campaigns, press releases, conferences, events, TV & radio advertising, achieving market leadership and 400% sales growth	Marketing and E-Business Programs at Kellogg Graduate School of Management, Northwestern University, Evanston, Illinois, USA	
Carrier Marketing Manager - Research In Motion (RIM - BlackBerry)	Market and sales leadership at Kodak's Health Imaging, receiving 100% President's Club Award	The Global Manager, Florida International University, (FIU), Miami, Florida, USA	

HAPPEN Profiles Winter 2012

Mark		705.488.2681	marklawrie0@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
China Project Director - Dayco Suzhou Company Ltd	Commissioned a green field mfg plant in China ontime,under budget		Bachelor Industrial Engineering	
Director of Operations NA - Dayco Products LLC	Directed Tier 1,2 ,aftermarket manufacturing plants with significant improvements to customer values and business core competencies		ATQPS lean mfg certified	
Plant Manager - Dayco Canada Corp	Turned around under performing plants into efficient lean/6 sigma BU's in short periods contributing \$8+ million impact to Ebitda		Six Sigma Black Belt	
	Career progression from Plant Mgr,VP,Director,GM			

Lisa		905-452-8382	lisa.gallant@ymail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Business & Education Manager - Fun avec French	Managed & trained: 21 Facilitators, 6 Admin. Assistants		Bachelor of Business Administration, Universit_ de Moncton	
Instructor, Adult French Course - Canadian Parents for French (Ontario)	Designed corporate training programs		Marketing and Sales Specialist Certificate, Sheridan College	
Program Design Specialist - Excel Thru Learning	Facilitated & designed 4-year French curriculum		Helping Adults Learn, Sheridan College	
	Implemented service standards: Experience, Courtesy, Efficiency, Safety & Security			
	Built relationships with 37 schools, 3 school boards, and over 1,700 customers			
	Increased active students (2007: 58%, 2008: 23%, 2009: 26%)			
	Reduced registration processing time by 50%			

Karinna		-	karinna.neumann@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
MARKET DEVELOPMENT MANAGER - BASF CANADA INC.	MY PASSION IS "TAKING COMPLEX BUSINESS CHALLENGES AND TURNING THEM INTO PROFITABLE SOLUTIONS!"		MBA - Wilfrid Laurier University	
BUSINESS DEVELOPMENT MANAGER - BASF CANADA INC.	17 years of progressive experience in marketing, project leadership and business development.		BA - University of Waterloo	
MARKETING MANAGER - BASF CANADA INC.	Well versed in development, implementation and execution of Blue Ocean Methodologies.		German - Professional Working Proficiency	
	Doubled contribution margins and set a strategic precedent by re-positioning low margin "commodity" products and re-branding them as high margin "specialty" items.			

HAPPEN Profiles Winter 2012

Ian		289-868-9522	ianroome@mac.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Director of Food & Beverage - Niagara Clifton Group	Lead the reorganization of a Food & Beverage department with limited cost controls, no standardized inventory systems and an inability to determine profit. _ Created a cost control & inventory system to measure profit and deliver monthly P&L's. _ Successfully opened Canada's first Ruby Tuesday restaurant. _ Documented a 3% bottom line increase despite a 8% decrease in top line sales.		Ryerson University 1979-83	
Regional Director of Food & Beverage - ClubLink Corporation			Brock University 2007	
Director of Operations - Expo Foods L.L.C.			Dale Carnegie 2004-09	

Haim		514-892-9772	Haim@crimsonet.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Forex Trading Automation Expert - Crimsonet Technologies, Inc.	Over twenty years of managerial experience in Information Technology centered on project management and system architecture, an invaluable combination for ensuring the successful business deployment of IT projects. Superior business analysis, planning, and project execution skills, together with strong background in software development and engineering, complements business skills with invaluable technical knowledge.		B.Sc. Computers Engineering	
Project Manager - Telus				
Project Manager and System Architect - Amdocs				

Ronald		905-336-9258	rbilling23@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Director - Wilfrid Laurier University	Highly skilled, award-winning leader with a track record for managing, improving, and expanding operations in business, retail, and manufacturing environments. Combines shrewd business skills with the vision to identify ways to reduce costs, improve efficiencies, eliminate unprofitable operations, reduce waste, improve staff morale, and increase profitability.		UofW- CIM	
Manager - University of Guelph			Conestoga College	
General Manager - Billing Home Projects			NACS	

HAPPEN Profiles Winter 2012

Katrina		416-357-5149	katrinacorreia@yahoo.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Manager, National Accounts & Business Development - Nestle Canada	Why hire full-time when you can hire an award-winning Marketing & Business Development Professional--on Demand!		International M.B.A. (Marketing) York University Schulich School of Business	
Market Manager - Baxter Corporation	Part-time, Contracts & Projects.		Combined Honours B.A. (French & Spanish) York University Glendon College	
Business Development Consultant - Saint Elizabeth Health Care	Track record of increasing sales & profits (grew divisional revenue at Baxter eightfold to \$24 million in less than 3 years!)		Certificate in French (Laval University)	
	Experience includes: - strategic, marketing & business plans - product & market management - market research - competitive intelligence - business expansion			

Shari		647-965-2080	readsh@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Marketing Director, UK/Ireland - Pfizer Consumer Healthcare	Experienced and passionate builder of consumer brands in Canada and Internationally. * Grew Advil to #1 pain reliever in Canada, more than doubling sales		BBA (Marketing) - Wilfrid Laurier University	
Marketing Director, Canada - Wyeth Consumer Healthcare	* Grew Centrum to #1 multivitamin in UK * Developed award-winning multi-media ad campaigns anchored in consumer insights		Executive Development in Marketing Management, Consumer Insights, Media Planning, Strategy, Creative Development	
Category Manager - Wyeth Consumer Healthcare	* Launched 20+ successful new consumer products * Strong strategist and team leader		Working proficiency in French, currently learning Spanish	

Kahtan		416.876.2717	kahtan.it@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Delivery Manager eBusiness Applications - du Telecom	Played various Sr. Mgr roles in a star performing TELECOM CO. Built successful teams, located across the world, that delivered RESULTS.		Master Management Information Technology (in progress)	
Manager IT Process Automation - du Telecom	Led complex cross functional projects, following the PMBoK with value up to \$8 M.		Post.Grad Diploma Management Information Technology	
Manager EDMS - du Telecom	Selected to turn over the Digital Marketing apps, introduced better customer experience, which resulted in 100% revenue increase, and 40 % customer reach.		PMP	

HAPPEN Profiles Winter 2012

Neil		416 907-6707	njconnolly@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Managing Director - Crelogix Acceptance Corporation	<ul style="list-style-type: none"> • Grew international Major Accounts revenue (Fortune 500 accounts) over 55% in 2.5 years • Turned around organization by increasing sales and reducing costs, to achieve profitability in first year as GM 		MBA - Schulich School of Business	
Director, Major Accounts - Shred-it International	<ul style="list-style-type: none"> • Reduced product return rate by 75% • Improved customer satisfaction from 56% to 98% • Improved productivity (80% reduction in overtime, 42% reduction in staffing, 10% increase in output) 		BBA - Lakehead University	
-				

Roger		905-257-3351	roger.roney@bell.net	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Product Management - Bell Canada	Led the technical and marketing team that placed the first Canadian multi-city gigabit Ethernet network providing the backbone for over \$200M in revenue		MBA - Queen's University Kingston	
Financial Planning and Strategic Analysis - Bell Canada	Integrated the \$9B consolidated plan of 40 business units to Bell executives		Bachelor of Applied Science - University of Toronto	
Project Manager - Bell Canada	Coached and led 9 managers and 70 craftsmen into Total Quality Management while exceeding customer service results and reducing overtime by 10%.			

Heather		905-337-7762	hstuart-obe@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Manager, Customer Relations - Pink Elephant	<ul style="list-style-type: none"> *Over 15 years experience leading small to medium customer service teams 		BA, Psychology	
Customer Service Manager - Icyne Inc	<ul style="list-style-type: none"> *Extensive US / Canadian experience in the manufacturing & health care industries *Strong focus on performance management through mentoring and coaching 			
Asst Manager, Contact Centre - TLC Laser Eye Centre	<ul style="list-style-type: none"> *Ability to leverage technology to organize, automate & simplify business processes *Development and facilitation of company specific training programs *Demonstrated ability to get things done on time & on budget 			

HAPPEN Profiles Winter 2012

Tracy		905.808.4214	tboschman@cogeco.ca	\$125k-\$150k
Most Recent Positions	Accomplishments		Skills/Education	
national VP Sales and Marketing - Edgeworth	Managed representatives throughout Canada in the Alternative Investment market		University of Mount Royal	
National VP Business Development - Edgeworth	Grew revenue from \$1.2 million to \$2.5 million per month.		University of Saskatchewan Education	
VP Operations - Post Master Digital	Was the firms' prime representative and spokesperson during emerging Canadian and Asian investment markets.		University of McMaster	
	Designed and built a new \$5 million production facility			
	Monitored budgets fluctuating between \$100,000 to \$1 million per project at one time			

Anne		905 469-6399	Anne@breithaupt.ca	\$50k-\$75k
Most Recent Positions	Accomplishments		Skills/Education	
Marketing Manager - CIBC Mortgages, Marketing	A bilingual (French & English) marketing communications professional with over 20 years of experience in product management, development and integrated marketing communications.		McGill University, B.Comm, Marketing	
Program Specialist - Staples Promotional Products	- Led teams (15+) to launch new products, which increased profits & revenues and reduced risk. Won Internal CIBC Marketing Awards.		University of Toronto, Rotman	
Account Supervisor (Air Canada account) - Cossette Advertising (Mtl)	- Led a team of 8, to launch the largest promotional programs (flawless 40 page catalogue & website (E & F)).		Executive-Leadership Edge Program Senior Leaders	
			Bilingual (fluent French & English)	

Lisa		647-519-1418	l.george@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Senior Vice President, Strategic Business Planning - International Financial Data Services(IFDSCanada)	Led .strategic planning process to defined short and long term business goals and measurements for the organization.		Certified Management Consultant (CMC), Ivey Executive Business Institute, IBM New York	
Director, Service Operations Central Canada - GE IT Solutions	Restructured customer relationship management programs that strengthen performance, reduced costs and increased retention for major services and technology clients.		Executive Programs, Walt Disney University of Disney	
Senior Management Consultant, Corporate Strategy & Change Practice - IBM Canada	Defined and implemented multi-faceted Client Satisfaction Programs that achieved higher scores.		Executive Leadership Development Program, National Training Laboratory (NTL)	

Roman		416-716-2131	rsawdyk@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Plant Manager - Cameo Crafts, a YORK Label Company	I drive performance and profits. Achieved 99.5% delivery with 0 product recalls. Reduced staff turnover to 1% and improved productivity and morale.		Schulich School of Business York University, University of Waterloo	
Plant Manager - Lander Company	Reduced manufacturing costs \$390K in one year by leading a "work smarter" initiative. Improved quality by reassigning Q.C. checks to line operators.			
Project Manager - Roche Canada	Perfect safety record with no lost time accidents over 9 years.			

Tom		905-877-6177	tomyoung51@yahoo.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Operations Manager - S.P. Richards Canada	Recognized for making a significant impact to corporate operations devising and deploying numerous programs to optimize operations while making a significant contribution on the senior management team Controlled the scheduling of 22 production rooms, 10 open production areas, managed 50 pieces of manufacturing equipment and a tool and die shop employing 110 hourly paid workers.		Seneca College of Advanced Learning and Technology Toronto Ontario. Certificate - Marketing with Honours	
Owner / Operator - Cawker & Young Outfitting Ltd.				
V.P. Operations & Materials Management - Ivers Lee Ltd.				

Michael P.		905-825-8221	khprov@bserv.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Customs Consultant-Winter 03/ Customs Coordinator - Thompson Ahern Customs/Kuehne & Nagel Intl Ltd.	Winter/03-regional content rules of origin applied. I have 12 years of industry experience. Saved money by having few refund claim errors. OTA award winner from Sheridan College Logistics program. Developed carrier service level reports for senior management. Confirmed Nafta white book rulings. Customs compliance work completed over 8-10 years;amps education. Rated many entries for clients.		Logistics Certificate: Sheridan College- MRP, MPS, Customs Regulations, Logistics Budget Planning, Freight Marketing, Customs Technical Rules CITT course credits/ 8 of 10 completed-Intl Trade, NAFTA, Distribution, Customer Service, Supply Chain Systems, Logistics Planning, Transportation Economics Certified Customs Specialist- Amps, Procedures, Tariff, Compliance, Administration	
Logistics Analyst - Ford of Canada/Logistics-Customs Dept				
Logistics/Customs Consulting - Intelli Trade Inc/Consulting				

HAPPEN Profiles Winter 2012

Roy	905-842-9638	rpgamm@gmail.com	\$100k-\$125k
Most Recent Positions	Accomplishments	Skills/Education	
Director of Operations - Cardinal Meat Specialists Ltd	*Greenfield factory from 23K' to 66K' in 14mths *Part of Exec team - grew the business from \$38M to \$70M in 5 yrs *Built a training program that resulted in improved Efficiencies and Reduced Maintenance downtime	University of Durban - Diploma - Manufacturing Management	
Director of Manufacturing - Cardinal Meat Specialists	*Seasonal Labour turnover reduction over 250% in 3 yrs *Waste control program - waste from 12% to 5%	University of Durban - Diploma - Quality Management	
Maintenance Manager - Kruger Packaging	*SQF & HACCP accreditation 2011 *Manpower motivation - reduced absence 7% to 3%	Polytech - Trade Certified - Diesel Mechanic	

Mark	705.488.2681	marklawrie0@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
China Project Director - Dayco Suzhou Company Ltd	Commissioned a green field mfg plant in China ontime,under budget	Bachelor Industrial Engineering	
Director of Operations NA - Dayco Products LLC	Directed Tier 1,2 ,aftermarket manufacturing plants with significant improvements to customer values and business core competencies	ATQPS lean mfg certified Six Sigma Black Belt	
Plant Manager - Dayco Canada Corp	Turned around under performing plants into efficient lean/6 sigma BU's in short periods contributing \$8+ million impact to Ebitda Career progression from Plant Mgr,VP,Director,GM		

Michael P.		905-825-8221	khprov@bserv.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Customs Consultant-Winter 03/ Customs Coordinator - Thompson Ahern</p> <p>Customs/Kuehne & Nagel Intl Ltd.</p> <p>Logistics Analyst - Ford of Canada/Logistics-Customs Dept</p> <p>Logistics/Customs Consulting - Intelli Trade Inc/Consulting</p>	<p>Winter/03-regional content rules of origin applied.</p> <p>I have 12 years of industry experience. Saved money by having few refund claim errors. OTA award winner from Sheridan College Logistics program. Developed carrier service level reports for senior management. Confirmed Nafta white book rulings. Customs compliance work completed over 8-10 years;amps education.</p> <p>Rated many entries for clients.</p>		<p>Logistics Certificate: Sheridan College- MRP, MPS, Customs Regulations, Logistics Budget Planning, Freight Marketing, Customs Technical Rules</p> <p>CITT course credits/ 8 of 10 completed-Intl Trade, NAFTA, Distribution, Customer Service, Supply Chain Systems, Logistics Planning, Transportation Economics</p> <p>Certified Customs Specialist- Amps, Procedures, Tariff, Compliance, Administration</p>	

Tom		905-877-6177	tomyoung51@yahoo.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Operations Manager - S.P. Richards Canada</p> <p>Owner / Operator - Cawker & Young Outfitting Ltd.</p> <p>V.P. Operations & Materials Management - Ivers Lee Ltd.</p>	<p>Recognized for making a significant impact to corporate operations devising and deploying numerous programs to optimize operations while making a significant contribution on the senior management team</p> <p>Controlled the scheduling of 22 production rooms, 10 open production areas, managed 50 pieces of manufacturing equipment and a tool and die shop employing 110 hourly paid workers.</p>		<p>Seneca College of Advanced Learning and Technology Toronto Ontario. Certificate - Marketing with Honours</p>	

Eduardo		9055821446	eduardo.granda@live.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Assistant Commodity Trader - Export Packers Company</p> <p>Business Development Executive - Storage Appliance Corporation (Clickfree)</p> <p>Carrier Marketing Manager - Research In Motion (RIM - BlackBerry)</p>	<p>Reduced logistics costs by 30% through effective vendor selection and negotiation</p> <p>Established alliances with distributors, retailers and MROs</p> <p>Launched BlackBerry devices through marketing campaigns, press releases, conferences, events, TV & radio advertising, achieving market leadership and 400% sales growth</p> <p>Market and sales leadership at Kodak's Health Imaging, receiving 100% President's Club Award</p>		<p>Master in Business Administration (MBA), Bachelor (BSc) in Business Administration, University of the Pacific</p> <p>Marketing and E-Business Programs at Kellogg Graduate School of Management, Northwestern University, Evanston, Illinois, USA</p> <p>The Global Manager, Florida International University, (FIU), Miami, Florida, USA</p>	

HAPPEN Profiles Winter 2012

Brian	9057029428	breichert36@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education	
Technical Sales Representative - Canadada Colors and Chemicals Technical Solutions and Supplier Development Specialist - Canadada Colors and Chemicals Technical Solutions Specialist - Canadada Colors and Chemicals	Provided technical sales services for 70 accounts in the Coatings, Adhesives, Construction Industries. Successfully managed customer's expectations on products when there was a shortage of material by recommending an alternative product to help them maintain their business with their customer. Secured a new account and developed over \$500,000 in sales in one year.	B. Sc., Chemistry Honours Essential Selling Skills	

Timothy		+1 905 659-5713	tim.ley@sympatico.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
President - FutureProof Consulting	Globally experienced product management executive.		MBA	
Director, New Product / Market Development - Vale Inco Limited	Achievements include: - building \$200 million global product line from concept to commercialization - leading sales team's accelerated 57% besting of revenue targets		BASc	
Vice President, Sales & Marketing - Pollock Nationalease	- spearheading \$100 million earnings increase for existing business - repositioning \$700+ million industrial business to more profitable markets - negotiating \$60 million sale of undervalued technology.			

Sandra		519-993-0099	sandra_arthurs@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Regional Account Manager - Metroland Media Group	Strategic MarComm Project Manager and Sales Growth Champion.		MBA - Dalhousie	
Publisher & Marketing Consultant - Sandra Arthurs & Associates	Developed national marketing program for a Disaster Restoration Franchise. Sales revenue increased by 75% and the National Franchise Network grew by 65% within 18 months.		B.A,Hons. -Queens	
Publications Sales & Marketing Manager - Johanns Printing Company	Publisher of a National Insurance Claims Management publication for 12 years. Published first Canadian Insurance Claims Manual & first Canadian Agri-Food Contact Directory.		Master Communicator Certificate - Wilfred Laurier School of Management	

Eduardo		9055821446	eduardo.granda@live.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Assistant Commodity Trader - Export Packers Company	Reduced logistics costs by 30% through effective vendor selection and negotiation		Master in Business Administration (MBA),	
Business Development Executive - Storage Appliance Corporation (Clickfree)	Established alliances with distributors, retailers and MROs Launched BlackBerry devices through marketing campaigns, press releases, conferences, events, TV & radio advertising, achieving market leadership and 400% sales growth		Bachelor (BSc) in Business Administration, University of the Pacific	
Carrier Marketing Manager - Research In Motion (RIM - BlackBerry)	Market and sales leadership at Kodak's Health Imaging, receiving 100% President's Club Award		Marketing and E-Business Programs at Kellogg Graduate School of Management, Northwestern University, Evanston, Illinois, USA	
			The Global Manager, Florida International University, (FIU), Miami, Florida, USA	

HAPPEN Profiles Winter 2012

Lisa		905-452-8382	lisa.gallant@ymail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Business & Education Manager - Fun avec French	Managed & trained: 21 Facilitators, 6 Admin. Assistants		Bachelor of Business Administration, Universit_ de Moncton	
Instructor, Adult French Course - Canadian Parents for French (Ontario)	Designed corporate training programs		Marketing and Sales Specialist Certificate, Sheridan College	
Program Design Specialist - Excel Thru Learning	Facilitated & designed 4-year French curriculum		Helping Adults Learn, Sheridan College	
	Implemented service standards: Experience, Courtesy, Efficiency, Safety & Security			
	Built relationships with 37 schools, 3 school boards, and over 1,700 customers			
	Increased active students (2007: 58%, 2008: 23%, 2009: 26%)			
	Reduced registration processing time by 50%			

Brian		9057029428	breichert36@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Technical Sales Representative - Canadada Colors and Chemicals	Provided technical sales services for 70 accounts in the Coatings, Adhesives, Construction Industries.		B. Sc., Chemistry Honours	
Technical Solutions and Supplier Development Specialist - Canadada Colors and Chemicals	Successfully managed customer's expectations on products when there was a shortage of material by recommending an alternative product to help them maintain their business with their customer.		Essential Selling Skills	
Technical Solutions Specialist - Canadada Colors and Chemicals	Secured a new account and developed over \$500,000 in sales in one year.			

Karinna		-	karinna.neumann@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
MARKET DEVELOPMENT MANAGER - BASF CANADA INC.	MY PASSION IS "TAKING COMPLEX BUSINESS CHALLENGES AND TURNING THEM INTO PROFITABLE SOLUTIONS!"		MBA - Wilfrid Laurier University	
BUSINESS DEVELOPMENT MANAGER - BASF CANADA INC.	17 years of progressive experience in marketing, project leadership and business development.		BA - University of Waterloo	
MARKETING MANAGER - BASF CANADA INC.	Well versed in development, implementation and execution of Blue Ocean Methodologies.		German - Professional Working Proficiency	
	Doubled contribution margins and set a strategic precedent by re-positioning low margin "commodity" products and re-branding them as high margin "specialty" items.			

HAPPEN Profiles Winter 2012

Lynn		905-339-2855	lpilmoor@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Area Sales Manager - Siemens Building Technologies	Respected, client-focused sales executive with extensive experience in building and managing client relationships; resolving critical issues; assessing competitive environments; developing and executing successful win strategies. Proven record of sales growth in extremely competitive and difficult markets accomplished through combination of unique ability to build meaningful executive relationships with strong business acumen.	B.A. Sc. - Mechanical Engineer - University of Waterloo		
Certified Client Executive - IBM Canada Ltd.		MBA - Finance Major - Schulich School of Business		
Construction Engineer - IBM Canada Ltd.		LEED Green Associate		

Katrina		416-357-5149	katrinacorreia@yahoo.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Manager, National Accounts & Business Development - Nestle Canada	Why hire full-time when you can hire an award-winning Marketing & Business Development Professional--on Demand!	International M.B.A. (Marketing) York University Schulich School of Business		
Market Manager - Baxter Corporation	Part-time, Contracts & Projects.	Combined Honours B.A. (French & Spanish) York University Glendon College		
Business Development Consultant - Saint Elizabeth Health Care	Track record of increasing sales & profits (grew divisional revenue at Baxter eightfold to \$24 million in less than 3 years!) Experience includes: - strategic, marketing & business plans - product & market management - market research - competitive intelligence - business expansion	Certificate in French (Laval University)		

Shari		647-965-2080	readsh@gmail.com	Negotiable
Most Recent Positions	Accomplishments	Skills/Education		
Marketing Director, UK/Ireland - Pfizer Consumer Healthcare	Experienced and passionate builder of consumer brands in Canada and Internationally. * Grew Advil to #1 pain reliever in Canada, more than doubling sales * Grew Centrum to #1 multivitamin in UK * Developed award-winning multi-media ad campaigns anchored in consumer insights * Launched 20+ successful new consumer products * Strong strategist and team leader	BBA (Marketing) - Wilfrid Laurier University		
Marketing Director, Canada - Wyeth Consumer Healthcare		Executive Development in Marketing Management, Consumer Insights, Media Planning, Strategy, Creative Development		
Category Manager - Wyeth Consumer Healthcare		Working proficiency in French, currently learning Spanish		

HAPPEN Profiles Winter 2012

Neil		416 907-6707	njconnolly@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Managing Director - Crelogix Acceptance Corporation	<ul style="list-style-type: none"> • Grew international Major Accounts revenue (Fortune 500 accounts) over 55% in 2.5 years 		MBA - Schulich School of Business	
Director, Major Accounts - Shred-it International	<ul style="list-style-type: none"> • Turned around organization by increasing sales and reducing costs, to achieve profitability in first year as GM • Reduced product return rate by 75% • Improved customer satisfaction from 56% to 98% • Improved productivity (80% reduction in overtime, 42% reduction in staffing, 10% increase in output) 		BBA - Lakehead University	
-				

Roger		905-257-3351	roger.roney@bell.net	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Product Management - Bell Canada	Led the technical and marketing team that placed the first Canadian multi-city gigabit Ethernet network providing the backbone for over \$200M in revenue		MBA - Queen's University Kingston	
Financial Planning and Strategic Analysis - Bell Canada	Integrated the \$9B consolidated plan of 40 business units to Bell executives		Bachelor of Applied Science - University of Toronto	
Project Manager - Bell Canada	Coached and led 9 managers and 70 craftsmen into Total Quality Management while exceeding customer service results and reducing overtime by 10%.			

Ethel		905 302 3238	ethel.zammit@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Solutions Manager - Agfa	<ul style="list-style-type: none"> • Led all facets of product line, ensuring compliance regulations 		MBA, Wilfrid Laurier University	
Product Manager - McKesson	<ul style="list-style-type: none"> • Facilitated client meetings to better understand needs and identify new requirements • Mapped service delivery requirements and identified risks/handoffs to various partners. 		BSc., University of Waterloo	
Manager, Market Intelligence & Client Relations - MDS Inc.				

HAPPEN Profiles Winter 2012

Tracy		905.808.4214	tboschman@cogeco.ca	\$125k-\$150k
Most Recent Positions	Accomplishments		Skills/Education	
national VP Sales and Marketing - Edgeworth	Managed representatives throughout Canada in the Alternative Investment market		University of Mount Royal	
National VP Business Development - Edgeworth	Grew revenue from \$1.2 million to \$2.5 million per month.		University of Saskatchewan Education	
VP Operations - Post Master Digital	Was the firms' prime representative and spokesperson during emerging Canadian and Asian investment markets.		University of McMaster	
	Designed and built a new \$5 million production facility			
	Monitored budgets fluctuating between \$100,000 to \$1 million per project at one time			

Anne		905 469-6399	Anne@breithaupt.ca	\$50k-\$75k
Most Recent Positions	Accomplishments		Skills/Education	
Marketing Manager - CIBC Mortgages, Marketing	A bilingual (French & English) marketing communications professional with over 20 years of experience in product management, development and integrated marketing communications.		McGill University, B.Comm, Marketing	
Program Specialist - Staples Promotional Products	- Led teams (15+) to launch new products, which increased profits & revenues and reduced risk. Won Internal CIBC Marketing Awards.		University of Toronto, Rotman Executive-Leadership Edge Program Senior Leaders	
Account Supervisor (Air Canada account) - Cossette Advertising (Mtl)	- Led a team of 8, to launch the largest promotional programs (flawless 40 page catalogue & website (E & F)).		Bilingual (fluent French & English)	

Shirley		416-760-0158	sgallaug@hotmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Manager, Quality Assurance - Taro Pharmaceuticals Inc.	* Track record of effective pharmaceutical Quality Management, resolution of significant operational quality and regulatory risks		B. Sc. (Microbiology)	
Senior Manager, Quality Assurance/Quality Control - SteriMax Inc.	* Successfully introduced and implemented technical process improvements to test methods (Microbiology and Chemistry), manufacturing processes			
Manager, Quality Control - Ciba Vision Canada inc.	* Managed capital budgets (up to \$ 600,000) and operational budgets (up to \$ 5.2 million) to target			
	* Continuous improvement			

Susan		905-825-5133	bsheppard000@sympatico.ca	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
Executive Director - Bronte Butterfly Foundation	Managing not for profit, charity, business, Olympians and prof. athletes Susan engages strategic partners to generate awareness & create legacies with a passion and determination that delivers. An active leader and community advocate she develops and sustains collaborative opportunities for business, community groups, and media. Delivering results, awareness and millions, she creates unique community legacies and special event experiences.		Work/System Specific Training & Conferences	
Public School Trustee - Halton District School Board			Finance, Law & Media Mentors	
Provincial Games Co-ordinator - Ontario Special Olympics			MSOffice & Social Media Training	

Kathleen		289-933-7747	kmkenedy4@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Learning Consultant and Coach - Self-employed	*10+ years of experience in organizational learning		Master of Education, Adult Education	
Program Manager - McMaster University Centre for Continuing Education	*Successfully designed, developed and facilitated learning programs for a variety of organizations in diverse industries		Certified Breakthrough Coach	
Corporate Trainer - McKesson Logistics Solutions	*Exceeded program enrollment goals by 34% through marketing efforts, customer service, ongoing communication and follow up with current and prospective students		Honours Bachelor of Arts	
	*Negotiated new custom training business resulting in increased program revenue			

HAPPEN Profiles Winter 2012

Muriel		905-457-8524	muriellangford@gmail.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Manager, Staff Education & Development - National Life of Canada (now Industrial Alliance)</p> <p>Senior Business Manager/Business Consultant/Resource Manager - Bank of Montreal</p> <p>Manager, National Education and Training - AT&T Canada</p>	<p>DISCOVERING COMPETENCIES, ENGAGING PEOPLE, IMPROVING RESULTS</p> <p>Redesigned Performance Appraisal process based on implementation of core competencies. Result: employee development measurably aligned with business objectives/Values.</p> <p>85% reduction in training costs by implementing on-line training.</p> <p>300% increase in attendance at All Employee Communication Meetings, revamped to meet audience focus.</p>		<p>BA Psychology - York University (equivalent of 2 years completed part-time)</p> <p>Adult Education Certificate Seneca College</p> <p>Certified in Designing Instruction (Friesen Kaye)</p>	

Natalie		905-877-5339	nlidano@cogeco.ca	\$75k-\$100k
Most Recent Positions	Accomplishments		Skills/Education	
<p>Business Analyst - Gore Mutual Insurance</p> <p>Project Manager/Business Analyst - Mosaic Sales Solutions</p> <p>Project Manager - Bell Mobility</p>	<p>Results oriented IT professional that has both project management skills and business analysis. I am interested in learning about new technologies and industries. I have worked in provincial government, chemical manufacturing, telecommunications, sales and marketing and insurance. My role allows me to be the bridge between the business requirements and the IT solution.</p>		<p>Business Systems Analyst Certificate</p> <p>Use Case Analysis</p> <p>Kaset Customer Service</p>	

Sandra		519-993-0099	sandra_arthurs@rogers.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
<p>Regional Account Manager - Metroland Media Group</p> <p>Publisher & Marketing Consultant - Sandra Arthurs & Associates</p> <p>Publications Sales & Marketing Manager - Johanns Printing Company</p>	<p>Strategic MarComm Project Manager and Sales Growth Champion.</p> <p>Developed national marketing program for a Disaster Restoration Franchise. Sales revenue increased by 75% and the National Franchise Network grew by 65% within 18 months.</p> <p>Publisher of a National Insurance Claims Management publication for 12 years. Published first Canadian Insurance Claims Manual & first Canadian Agri-Food Contact Directory.</p>		<p>MBA - Dalhousie</p> <p>B.A,Hons. -Queens</p> <p>Master Communicator Certificate - Wilfred Laurier School of Management</p>	

HAPPEN Profiles Winter 2012

Katrina		416-357-5149	katrinacorreia@yahoo.com	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Manager, National Accounts & Business Development - Nestle Canada	Why hire full-time when you can hire an award-winning Marketing & Business Development Professional--on Demand!		International M.B.A. (Marketing) York University Schulich School of Business	
Market Manager - Baxter Corporation	Part-time, Contracts & Projects.		Combined Honours B.A. (French & Spanish) York University Glendon College	
Business Development Consultant - Saint Elizabeth Health Care	Track record of increasing sales & profits (grew divisional revenue at Baxter eightfold to \$24 million in less than 3 years!)		Certificate in French (Laval University)	
	Experience includes: - strategic, marketing & business plans - product & market management - market research - competitive intelligence - business expansion			

Heather		905-337-7762	hstuart-obe@cogeco.ca	Negotiable
Most Recent Positions	Accomplishments		Skills/Education	
Manager, Customer Relations - Pink Elephant	*Over 15 years experience leading small to medium customer service teams		BA, Psychology	
Customer Service Manager - Icyne Inc	*Extensive US / Canadian experience in the manufacturing & health care industries			
Asst Manager, Contact Centre - TLC Laser Eye Centre	*Strong focus on performance management through mentoring and coaching			
	*Ability to leverage technology to organize, automate & simplify business processes			
	*Development and facilitation of company specific training programs			
	*Demonstrated ability to get things done on time & on budget			

Profile Summary

Category	Count
Executive	14
Engineering	3
Finance	11
Human Resources	3
Information Systems	9
Management	27
Manufacturing	5
Materials Management	4
Sales and Marketing	14
Other Professions	8