

CHIEF EXECUTIVE OFFICER

Visionary Executive • Dynamic Leader • Capital Markets Expert • Entrepreneur

An all-round talented business and finance professional with extensive operational experience at executive level in dynamic, results oriented entrepreneurial environments. A highly focused, energetic visionary with 'lead by example' ethic and demonstrated expertise in capital markets, strategic management, business development and investment management. Proven ability of providing inspirational leadership to growth oriented companies while leveraging significant technical aptitude to achieve corporate goals.

Demonstrated achievements in:

- ▶ Mergers & Acquisitions
- ▶ Executive Presentations
- ▶ Change Management
- ▶ Business Development
- ▶ Dynamic Leadership
- ▶ Strategic Management
- ▶ Equity Valuation
- ▶ Budgeting & Forecasting
- ▶ Systems Implementation

An expert in revenue generation with exceptional technical aptitude and an ability to transform ideas into tangible results.

SELECTED ACCOMPLISHMENTS

- ▶ **Industry Award Magazine "Businessman of the Year 2009"** recognizing significant gains including the signing of a \$250m public/private partnership deal.
- ▶ **Established High End Tech Inc transforming a start-up operation** into a fully functioning and capitalized entity before selling the venture to MegaCorp XS for \$21m.
- ▶ **Increased niche market revenues by 87%** in 12 months, generating an additional \$27m in revenues by focusing on streamlining distribution, supplier deal re-negotiation and dramatically improving quality of marketing R.O.I.
- ▶ **Tripled revenues to over \$400m** without increasing overall operating costs while leading company to record profit levels.
- ▶ **Successfully raised \$75 million of equity and debt financing** from institutional and retail investors after developing the company business plan and corporate structure.
- ▶ **Authored best selling business book** winning rave reviews from industry and non-industry publications, simultaneously establishing myself as a mainstream business guru.

CAREER HISTORY

Software Giant, Vancouver

2004 to Present

North American subsidiary of an international developer, marketer, publisher and distributor of software technology with revenues of \$4.5 billion.

Chief Executive Officer

Key business results:

- ▶ Led acquisition of key software developer concluding a record \$275m deal.
- ▶ Eliminated 18 underperforming software franchises and improved cashflow by \$7m.
- ▶ Improved development cycle time by 27% leading to increase in revenue of \$23m.