

# Business Communications Leader

## Professional Services

- Cost Reviews
- Technology Reviews
- Programs and Projects
- Business Development
- Problem Solving

## Relationship Management

- Requirements Analysis
- Customer Service Reviews
- Contract Negotiation
- Change Management
- Extensive Network

## Industry Knowledge

- Buyer, Supplier and Advisor Experience
- Access to Key Influencers
- Access to Decision-Makers
- Industry Involvement

## Thought Leadership

- Customer Presentations
- Keynotes and Executive Briefings
- Author: Articles and Publications
- Event Chair and Host
- Moderator, Speaker and Panelist

**A customer-focused leader who has helped many organizations achieve success with complex issues.**

## Value Proposition

A results-oriented leader with extensive depth and breadth of experience in the Canadian business communications technology industry, spanning consulting services, customer service, relationship management, advisory services and management functions. Known as an innovative problem solver and excellent communicator with vast knowledge, high credibility, and true commitment. Successful track record of forging long-term relationships with suppliers and customers, leading to significant business results. Experienced in helping people make the right decisions by working with an extensive network and providing clear insights. Delivers results, on time and on budget, with the highest degree of integrity.