



David Bowden P. Eng., MBA

Executive change leader with an International track record delivering rapid seamless business transformation for high value growth. Experience includes Energy, Telecoms, NFP, Retail and Business Services in North and South America as well as Europe. Core Strengths include:

- **Revenue and client growth** including new revenue, donor streams and JV partners
- **Build highly effective leadership teams** through retention, recruiting and coaching
- **Developing and implementing organizational strategy** focused on key priorities
- **Business optimization** for stronger customer relationships and internal operations

SELECTED ACHIEVEMENTS

- Executed 6 Interim executive contract assignments from 4-15 months rapidly adapting to each business culture to build teams and increase value from the first month onward.
- Developed, introduced and implemented new national energy market strategy on a \$1B business reversing 3-year declines and customer erosion.
- Re-launched residential phone business increasing customers 4 fold in 2 years, restoring profitability and halting a 5-year decline in long distance business.
- Founded, designed and built two new physical and web based retail businesses with 40,000 customers and 100+ employees in 2 years
- Built enduring Sales and Marketing Teams on 3 continents in 4 languages
- Implemented Marketing and Sales Strategies for 8000 retail stores across 70 countries through global advertising, retail promotion and innovative product lines
- Developed and launched 8 new products/brands in Europe, USA and Latin America.
- Governance roles on 6 Boards for 10+ years including 5 years in Board Chair positions

PRIOR EXPERIENCE

- Strategic Growth Consulting – 6 years experience as Principal for multiple clients
- Habitat for Humanity – Board Chair for Canada and previously Toronto
- Direct Energy Canada – Senior Vice President for Commercial and Residential
- University of Toronto – Elected Governor on the Governing Council
- Sprint Canada – President, Residential and Small Business Division
- MaRS Discovery District – Clean Tech Advisor for sustainable energy start-ups
- Empori.com – President & Founder
- Labatt – General Manager, Cuba
- Canada Post Corp. – General Manager, Marketing
- Bata Shoe Company – VP Global Marketing
- Warner Lambert International – Director/Manager roles in Canada, USA, Italy, Chile

QUALIFICATIONS

- BAsC – Industrial Engineering (University of Toronto)
- MBA – Rotman Business School with 3 International courses in Chile in Spanish
- Institute of Corporate Directors (ICD) – Governance at Not for Profits program
- English (native), Spanish (working fluency), Italian/French (limited working proficiency)
- Experience Metrics – Revenues \$1B+, Expenses \$300M+, Staff 1000's union/non-union
- Sectors & Structure – Corporate, Public, Private, NFP, JV's, M&A Projects, multi-site
- Member/Certification - PEO, OSPE, ICD

