



# David Rankin P.Eng

A results oriented and collaborative leader with a multi-national and multi-sector operations background. David is a successful project manager with company merger and integration experience. His customer stewardship and clear thinking brings order to chaos and focuses on relationship management. A team builder and coach, he actively applies technology across disciplines and builds engagement in the boardroom. He is shareholder-focused, quality-driven and is comfortable in all business settings.

## SELECTED ACHIEVEMENTS

- Led a large operations portfolio comprised of independent ancillary and service unit businesses valued at 75M\$ in annual revenue, 200M\$ in asset worth, 30M\$ in capital project scope and 300M\$ in goods and services procurement; delivered improved ancillary net income, customer experience and expense savings in excess of 25M\$ annually.
- Led Board “governance improvement” projects at several large public sector organizations. Project management and facilitative leadership skills were used to assess, develop and coach change in board structure and operating discipline to improve board performance.
- Introduced and managed utility hedging strategies to reduce cost for large private and public sector firms.
- Won North American recognition for a large multi-national company's customer service, quality systems and business technologies implementation (Enterprise Resource Planning Systems).
- Rebuilt a large Safety & Security organization and implemented new operating discipline and programs to meet community policing and VANOC 2010 Olympic security goals. Facilitated security integration improvements with national and regional policing agencies to support municipal policing requirements.
- Transformed the financial and product distribution performance of a multi-national company while building organization sustainability. Introduced staff performance management and product stewardship programs to build corporate accountability.
- Developed and implemented an imported product supply chain strategy to replace a antiquated and unprofitable plan for a large alcohol company.
- Led corporate rail and marine operations teams to reduce product supply chain expense and waste using quality and planning systems to increase business unit margins.

## PRIOR EXPERIENCE

- The Osborne Group
  - Leisureworld Senior Care Corporation
  - Mt. Dennis Medical Group Corporation
  - Humber River Family Health Team
  - Lakehead University
  - Canadian Diabetes Association
  - Lett Architects
- The University of British Columbia – Associate VP, Business Operations
- Special Olympics Toronto – Board Chair
- UBC University Neighborhood Association – Board Member
- Mark Anthony Group/Mission Hill Family Estate Winery – Supply Chain Manager
- Dow Chemical Canada – Canadian Marine and Terminal, Utilities leadership roles
- Air Cadet League of Canada, 828 Squadron, BC – Board Member

## QUALIFICATIONS

- B.Sc. Engineering
- Association of Professional Engineers of Ontario and BC – Registered Member
- University of Toronto, Rotman School of Management – Financial Leadership, and NFP Governance Essentials

