



## Garry Wood

One of Canada's most experienced and respected retail and B2B sales and distribution executives, Garry is an award-winning transformational business leader with a high growth and profitability track record across multiple industries including telecommunications, automotive, office supplies and services, video gaming, and food-grocery. He has had significant success restructuring businesses, launching new products and categories, building consumer brands, opening new markets across Canada and driving revenue growth and profitability. He has extensive experience managing franchise, dealer and family-owned businesses and has led a number of highly successful mergers and acquisitions.

### SELECTED ACHIEVEMENTS

- Raised over \$120 million investment capital for 12 acquisitions and mergers
- Restructured and modernized the 120-year-old Grand & Toy brand and launched a market strategy that increased revenue by \$175 million and EDITDA by \$32 million
- Established corporate retail operations and the roll-out of 100+ Rogers Communications retail locations in ten months
- Operated four family-owned businesses, grew total business revenue by 26% over four years
- Restructured Bell Canada's electronics and telecommunications distribution business, growing it to over \$1billion in annual sales
- Introduced a new B2B digital and e-commerce sales and service strategy for Grand & Toy with over \$700 million in annual sales.

### PRIOR EXPERIENCE

- Clearview Advisory - M&A Advisor
- Fixt - Founder/CEO
- Worldlynx Wireless – Co-Founder/CEO
- Bell Distribution - President/CEO
- BML- Group Vice President, - Auto Division
- Grand & Toy - President & SVP – Office Max
- Rogers Communications - Vice President, Corporate Retail Operations
- Loeb Food Stores – Director of Market Development & Retail Operations/Franchising

### QUALIFICATIONS

- 2009 co-winner of Deal Maker of the Year Award in Canada (Mid-Market) awarded by the Canada Venture Capital Private Equity Assc.
- Winner of Canada's 2019 Top 50 Entrepreneurs over 50 - Wise Award
- Nominee 2020- Global CEO Excellence Awards, by CEO Monthly/AI Global Media
- Board Director/Advisor: SalesChoice (Artificial Intelligence Software -2012-present.),
- Worldlynx (2013-2016), Ryerson Business School - Advisor Retail School- (2001-2006.)
- Master of Public Administration - Queens' University
- Bachelor of Environmental Studies - University of Waterloo

