



Brian Venis

Providing hands-on practical solutions to complex business problems

The former owner and president of a successful manufacturing business, Brian has had direct involvement in all facets of business including finance and administration, sales, and production. He understands first-hand the grind of balancing day-to-day challenges, while keeping company goals in full view. Brian's hands-on approach and practical solutions help build reliable teams that work together to achieve success.

Brian is a strategic thinker who draws on his experience in sales, manufacturing, and finance to offer informed and practical solutions. His experience building systems in these areas fostered strong growth for his company and created an environment that enabled employees to flourish in a cohesive and motivated group.

With his strong technical background and deep understanding of how products must fit into a client's process to enhance their customers' experience, Brian understands how to build efficient, quality focused operational systems. As a CPA, he develops metrics that create financial responsibility in a dynamic state.

SELECTED ACHIEVEMENTS

Sales Growth

- Through direct sales and the hiring a sales team, facilitated a 30-fold sales increase to be ranked #1 in the printing industry with a reputation for quality and service excellence.
- Instituted a continuous improvement system and trained employees on quality processes to compete effectively in US and Europe.
- Expanded and developed specialty products in the steel, wood, tissue and corrugated industries to diversify from dependence on solely the print and packaging market
- Developed customer service team to liaise with sales and manufacturing and achieved a 90% customer retention rate.

Manufacturing

- Changed manufacturing methodologies and modernized equipment, processes and training to increase quality, reduce internal and external scrap rate to 1% and improve labour utilization rate by 55%.
- Acquired three companies to expand product offerings and become vertically integrated and merged facilities into one large plant building the infrastructure to support manufacturing.

Licensing Agreements

- Negotiated and received Exclusive Manufacturing Licensee status for North America for specialty product from Europe and Japan to expand into the Rotogravure UV, and steel markets.

Business Acquisitions & Company Sale

- Acquired four companies to expand into new markets and create a fully integrated, improved product offering.
- Created and developed the business structure to maximize the company's overall value and sell to a strategic buyer and industry leader.

QUALIFICATIONS

- CPA designation (worked public accounting at Richter Usher Vineberg and Ernst & Whinney)
- Bachelor of Commerce, University of Toronto
- Printing Equipment & Supply Dealers Association – Former Treasurer, Board of Directors
- North Toronto Baseball Association – Former Treasurer, Board of Directors

