

Geoff Stevens

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BUSINESS DEVELOPMENT PROFESSIONAL

Expertise in New Company Launch, Market Renewal & Global Expansion

Capable self-starter demonstrating over 20 years of experience across varied business milieus, products, and services. Creative, highly energized professional with outstanding communication skills and problem solving ability. Organized, take-charge individual with exceptional follow-through and detail-orientation; able to plan and oversee projects from conception to successful conclusion. Combines hands-on experience with consistent success across all assignments.

Additional capabilities include:

Start-Up Organizations	Marketshare & Product Positioning
Strategic Alliances & Partnerships	Contract Development & Negotiations
New Market & Customer Development	Sales & Marketing Leadership
Revenue & Profit Maximization	Customer Service & Retention

“Demonstrating integrity and commitment throughout entire career.”

TRACK RECORD OF SUCCESS

- Renowned as a detail-oriented professional, willing to learn new ideas and go the 'extra mile' to provide quality customer service.
- Developing and implementing business strategies that increase market share and company profitability across many industries.
- 'Relationship Builder', expertly developing productive cooperation globally, with specific experience in Bolivia and Canada, resulting in opening of international markets.
- Strategic and creative thinker with solid background in turnaround management through the delivering of action-driven administrative leadership.
- Strong acumen in assembling and motivating cohesive working teams, successfully building accord and mobilizing resources.

PROFESSIONAL EXPERIENCE

STARBUCK'S FRANCHISE, Kanata, ON

2000 - 2002

Director / President

Provided strategic and operational leadership, entrepreneurially growing a franchise opportunity into one of the top 20 nationally. Dedicated extensive time and energy to gain trust of clients by projecting very professional image and service. Developed dynamic organizational infrastructure responsive to constantly changing market, customer demands, and highly competitive market location.

Highlights of Achievements:

- Instrumental in exceeding Starbuck's Headquarters' sales projections by 38% or \$120K gross in critical first year of operation.
- Superior customer loyalty building skills, resulting in grossing over \$180K/annum from a customer base of 90 patrons, including highly influential and celebrity-status customers.
- Hired and retained extremely valuable part-time staff, exhibiting a retention rate exceeding national corporate average by over 50%.
- Maintained impeccable financial records ensuring compliancy with all federal, provincial and municipal regulations.

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KILLBURG & SHAWN TRADING INC., Ottawa, ON

1998 - 2000

Director / President

Launched a supply company securing various contracts with government of Bolivia to provide used office, medical, uniforms and educational equipment to sponsored departments. Implemented a results-orientated approach in working with all organizations / partnerships ensuring smooth operation of every project.

Key Achievements:

- Strong problem solving skills, able to efficiently and effectively prioritize a broad range of responsibilities while servicing a diverse population.
- Organized all aspects of movement and shipping of 16 containers in 1.5 months, realizing a profit of \$4500 per container, supplying state-run schools with essential equipment.
- Negotiated \$629K contract with Bolivia National Police Force, containing over 300 officers, for full uniforms including all badges, crests and epaulets.
- Ventured and succeeded in untapped market as sole Canadian presence, releasing over \$160K gross in exporting equipment, and securing over \$90,000 of profit.

EMIL CONSTRUCTION COMPANY, Petawawa, ON

1993 - 1998

General Contractor

Charged with ensuring the integrity of construction site operations encompassing site inspections, budget analysis, crew supervision and scheduling, regulatory compliance, and client/contractor/vendor relations guaranteeing all projects completed on time and within budget.

- Interfaced on site with architects, engineers, electricians, vendors, inspectors, and energy specialists to review project status.
- Hired and directed crewmembers in areas of scheduling, delegation, supervision, and performance from project inception to completion.

PREVIOUS CAREER ASSIGNMENTS

Challenged through a series of sales and construction positions within an array of environments. Utilized excellent team-building and interpersonal skills, working well with individuals on all levels. Highlights include:

Miller Construction, London (1989-1990) ♦ Roy Construction, North Bay (1987-1989)

Leon's, Sudbury (1987) ♦ Lionel Motors, Barrie (1986-1987) ♦ General Motors, Ottawa (1984-1986)

COMMUNITY INVOLVEMENT

Vibrant contributing member following charitable and non-profit organizations within Ontario:

Pembroke YMCA – Director (1990-1992) ♦ Petawawa Fire Dept. - Volunteer Firefighter (1991-1996)

Rockcliffe Recreation Centre - Volunteer Life Guard (1991-1994) ♦ Goll Country Lyons Club – Volunteer (1993) ♦ Ministry of Natural Resources, Petawawa Fire Base - Forest Firefighter (1995)

Highly extensive professional references available upon request