To Whom it May Concern

I am an award-winning Sr. Operations & Executive Sales Management Professional with decades of relevant transferable leadership experience and am genuinely excited to present my credentials to you today!

**Accountable for multimillion-dollar P&L’s & sales revenues**, my career is defined by the creation of business systems & solutions inclusive of all stake holders that align to requirements of the markets served. I excel in the engagement & development of people & processes that drive results by leveraging relationships, information & acumen to create / enable strategic differentiation, derive insight & improve business models in fluid time sensitive & detail intensive environments.

**Highlights:**

* **Decades of experience in entrepreneurial & direct contributor roles** **in Real Estate** (licensed for Commercial and Residential), Property Development & Management (Ownership), Business Consulting, Arts & Entertainment.
* **20 Year Comprehensive Management Career** advancing performance, engagement, innovation & quality at ***Purolator Courier***, doubling revenues to $42+ million annually in 5 years; developing **award winning** professionals, managers & **teams up to 300**.
* **Exceptional experience** in large enterprise sales & IT / Business services delivery management at ***Xerox*** managing up to $20 million in contracts, P&L’s, related professionals & teams. **President’s Club Award Winner 2012 (118% Y/Y).**
* **Pilot project** (2015) at the request of ***The Siemens Transportation Group*’s C.O.O.** as Corporate Sales Manager of their **9 companies** focused on growth, acquisition & development of integrated sales efforts across the 9 companies to optimize multi-disciplinary supply chain solutions & fleet services spanning over $150 million annually.

As a well-rounded professional dedicated to lifelong growth, a track- record of success serving world class organizations, championing client needs, leading cross-functional & cross-organizational teams inclusive of project & contract management, negotiations, business optimization & outsourcing, customer service, automation in Real Estate, Transportation Distribution Logistics, Fortune 500 Technology & Managed Services (with SLA’s):

**I value this opportunity to present my credentials & welcome next steps. Please find full resume enclosed.**

**Sincerely**

John J. Fraser

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**John J Fraser Resume**

**PROVEN ABILITIES:**

**Sales & Marketing Leadership:** Business Development, Market, Revenue & Profit Growth across Multiple Channels

**Service Excellence, Operations Mgmt. & Leadership**: People, Processes & Profit in Transportation, Supply Chain, Distribution, Technology & Managed / Business Services inclusive of Equipment, Fleets & Facilities

**Employee & Client Engagement:** Performance Management, Professional Development, Training & Team Building, Presentation, Facilitation, CRM, Business / Client Integration, Event Planning, Hosting & Promotions

**Business Strategy:** Defines Departments & Offerings to Market needs, Champions Innovation & Change, Assures Execution

**Industries Served:** Transportation, Distribution, Logistics, I.T. / V.A.R, Business Services, Pharmaceutical, Telco, Supply Chain, Education, Legal, Manufacturing & Automotive

**Entrepreneur:** Real Estate Development, Property Management, Consulting, Charity, Retail, Vintage, Art, Entertainment & Music

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**PROFESSIONAL PROFILE:**

**Results Oriented**, Award Winning Analytical Articulate & Adaptable Management & Executive Sales Leader with Fortune 500 Experience up to Enterprise & C Suite Levels across Multiple Industries.

**Exceptional Track Record** Managing Multi-Million Dollar P & L’s, Departments, Managers & Cross-Functional Teams to Meet & Exceed Objectives in Operations, Sales & Service.

**Engages, Inspires & Mentors** Diverse Sales / Operations in Leader / Ownership Roles; Evolves Cultures of High Performance via Communication, Creativity, Accountability, Recognition & Reward.

**PROFESSIONAL DEVELOPMENT:**

**Xerox Canada, Purolator Courier**

* Talent Management & Situational Leadership
* Building High Performing Teams in Union/Non-Union Groups
* SAP & Multiple Financial / Business Reporting Systems
* Employee / Labor Relations & Negotiations
* Enterprise & Managed Print Services
* Document & Content Management
* Production Print & Media Marketing
* Industrial Engineering: Distribution & Transportation
* Project Management, Process Optimization & Outsourcing
* Workplace & Site Safety, ERP & ISO 9001:2000 Quality Systems & Certification
* Siebel Systems: Target Account Selling, Large Account Management: “Customer to Client”
* Professional Selling, Advanced, Complex Sales & Negotiation Systems, Spin Selling, Power Marketing
* Transportation Management & Distribution Systems; Ground & Air Operations, Courier Methods & Routing

**CAREER HISTORY & RESULTS:**

***Just US***

***Director, Consultant, Entrepreneur, Licensed*** [***REALTOR***](http://www.jfsells.com/)***®***  *2007 - PRESENT*

* **Deliver over 30% net operating income via endeavors in Real Estate, Property Management, Business Services,** **Consulting, Art, Entertainment, Retail**, Vintage & Antique local & international sales & upcycling.
* Design & develop Real Estate projects up to $500,000 in a property portfolio generating $80,000 / year.
* Create & facilitate custom programs in business & career management, team building, art & music.
* Organize, perform & support charity events utilizing experience in music, entertainment & event hosting.

***SIemens Transportation group (STG)***

***Corporate Sales Manager***  *2015*

* **Reporting to COO, lead a team of 12 national account managers throughout Canada & mid-west USA.**
* Directed policy & procedure of sales & sales operations in the 9 STG companies ($150+ million annually).
* Pilot project to optimize processes & maximize & integrate sales operations to provide tailored transportation & supply chain solutions encompassing multiple modes.

***Xerox***

***Client Delivery Manager*** *2010 – 2013*

* **2012 president’s club award: P&L results in multimillion-dollar client business services contracts (118% Y/Y).**
* Lead cross functional team of 20 professionals: 4 managers, site leads, analysts, service, technical, fleet / production print staff generating $20 million in inclusive of managed services, sales, facilities & equipment.
* Optimized clients’ operations by understanding their business requirements & factors for success utilizing technology, print, process improvement, outsourcing, creative media & marketing.

***Purolator Courier Ltd.***

***Regional Sales Manager, Northern Alberta & NWT*** *2000 – 2007*

* **Doubled region’s annual revenue from $23 million to $43 million, driving profit improvement by 30%.**
* Top 3 Divisional Leader & Top 5 Nationally every year, Multiple Revenue Performance Awards.
* Built diverse top performing teams, fostering multiple award winners & future managers.
* Managed a team of up to 11 Including administration, customer service, sales professionals & executives.
* Developed & hosted “A-List" customer events partnering with Edm Oilers, Eskimo’s & Trappers organizations.

***Purolator Courier Ltd.***

***Sales/Major Account Executive Edmonton & Northern AB / Western Canada*** *1996 – 2000*

* **Exceeded sales & revenue targets annually with 15-25% growth annually integrating offerings & clients.**
* Managed up to $12.5 million in flagship accounts driving success by operational & critical factor partnering.
* Pioneered innovation & customer programs that shaped future national offerings including: TL, LTL,

Same day, in city & bulk services, customer staging & integrated sorts, 3PL & “pick & pack” models,

* Increased business integration & revenues at a premium price based on value & differentiation.
* Multiple revenue & performance awards, rare “appointment” to regional sales manager position.

***Purolator Courier Ltd.***

***Sr. Manager, Operations & Service*** *1987 – 1996*

* **Award Winner consistently exceeded business metrics & objectives, administered budgets up to $12.5 mil.**
* Led management groups of up to 15 & over 300 staff at multiple locations throughout Alberta & NWT.
* Managed every facet of business, LTL, TL, Air, Sort & Courier Ops in union & non-union environments.
* Unique National Honor Award for operational innovation, customer service & integration, & revenue growth.
* Special Project Roles: Service & Operational quality for western Canada, Dedicated National air network & automated scanning, reweigh & cubing implementations.

**EDUCATION DEVELOPMENT & FURTHER EXPERIENCE:**

* Licensed as Commercial & Residential REALTOR® (Real Estate Council of Alberta)
* University of Alberta Faculty of Extension: Business Management, Sales & Marketing
* Harvard School of Business: Executive Decision Making (Seminar Series)
* Grant Mac Ewan University Major: Music, Minor: Communications & Computer Programming
* Gartner, IDC & HBR Content: Service & Sales, Technology, Business, Logistics, High Performance
* [Deep Dive Pre - Realtor Experience CV](https://1drv.ms/w/s%21AvO8GDZ9IXp1h2I06Vfdek-nffMP) : World class enterprises & organizations served.

*I am ready to unleash a lifetime of experience in Management, Consultative Sales, Marketing, Business & Process Optimization & Outsourcing, Real Estate, Logistics, Transportation, Distribution, Technology & Business Services as differentiator in your success.*