

KURTIS R. M^CCLELLAN

MANAGER/DIRECTOR

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“I thrive on change and am looking for a dynamic work environment.”

“I can be expected to constantly strive to improve your company.”

“I am an ideas person and a problem solver. I am ever seeking new challenges, and able to think ‘outside the box’, I am a dynamic addition to any workplace.

These talents, combined with excellent communication skills, have led me to choose a career path in business. I thrive on change and am looking for a dynamic work environment. Equally at home in a three-piece suit or a pair of blue jeans, I am quick to find common ground in conversation and integrate positively into any group.

My co-operative work experience through the University of Waterloo exposed me to many different business models. My work as a consultant furthered that by placing me inside some of North America’s largest financial institutions in key project roles. Acting as a manager across a wide array of departments, has also broadened my skills and introduced me to the unique challenges that accompany increased responsibility, both to external clients and to internal resources.

I am seeking either a full time or contract position with a forward thinking company. Although I have many external projects and volunteer interests, I take a keen interest in the business world and especially the company I work for. I can be expected to constantly strive to improve your company and look for solutions to problems, above and beyond my assigned role or paid time.

Logic and analytical thinking led me to a mathematics degree. Intelligence and determination led me to seek a career with you. I look forward to discussing job opportunities in your company.”

Sincerely,

Kurtis R. McClellan

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BUSINESS PROFILE

AREAS OF SPECIALIZATION

- business analysis and process optimization
- project management and co-ordination
- management of resources, knowledge, product, projects, and delivery

RESULTS BASED ACCOMPLISHMENTS

- improved efficiencies in delivery of core analytical product to clients, decreasing errors by 85%, increasing volume by 250%, while reducing resources by 50%
- organized many divergent applications into an integrated suite of products while maintaining and growing the existing client base to over 6 million dollars annually
- specialized in Siebel e-Finance vertical and facilitated Functional Requirements Gathering, Process Analysis, Data Analysis and Project Management for Corporate Banking division of a major investment banking firm in New York
- completed cost benefit analysis of document management technology capturing both technical and humanistic requirements and challenges to determine if change would increase productivity of billing and finance departments
- re-designed inventory control process, eliminating discrepancies in physical assets
- created and presented seminars and interactive tutorials suitable for delivery in classroom or via the Internet on the effective use of technology as a business tool, increasing employee confidence in new methods
- prepared workflow analysis for IT department and recommended changes to improve efficiency, which were approved and adopted

BUSINESS STRENGTHS

- desire for higher quality combined with an all-round sense of accountability
- experienced in successfully managing stakeholder expectations
- comfortable and experienced managing teams and projects

TECHNICAL STRENGTHS

- Siebel Certified Consultant, 2000
- Siebel Certified Business Analyst, 2002
- PC and Cloud computing applications
- Human Potential Plus, Level 5, 2009

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CONVENTIONAL RESUME

WORK EXPERIENCE

PriceMetrix

Toronto, ON

2010-2011

Knowledge Systems Manager

Position Objective

- to ensure the proper security and dissemination of corporate information

Major Accomplishment

- implemented Salesforce.com for 45 users across 4 departments with complex business processes
- developed seminars educating employees in use of technology
- configured and maintained Replicon system for time, project and expense tracking
- developed corporate intranet for information sharing team communication solutions

Production Manager

Toronto, ON

2006-2010

Position Objective

- to ensure the on-time, error-free, efficient monthly delivery of the company's core product

Major Accomplishment

- reduced turnaround time by over 70% while the client base doubled
- reduced risk of exposure to the company significantly
- lowered operating expenses by 50%
- automated and improved process to the point of eliminating 3 full time positions

The Ultimate Experience

Toronto, ON

2003-present

Founder and President

Position Objective

- to provide administrative and financial support to the competitive ultimate touring community

Major Accomplishment

- a membership base of 450 competitive players in major markets (Toronto, Ottawa and Montreal)
- management of one of the most internationally recognized tournaments
- a recognized voice at the national, provincial and local level of the sport

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Marketrend Inc.

Toronto, ON

2004-2006

Product Manager

Position Objective

- design and manage change for a suite of interactive web-based applications

Major Accomplishment

- built on previous successes and designed a range of CRM and content management products for retail to dealership chains and automotive manufacturers

Business Analyst

2003-2004

Position Objective

- to assist in the design of a lead management system

Major Accomplishment

- created a lead management system for large dealership chains across the southern United States & Ontario, generating three million dollars in revenue annually for MTi

Siebel Systems Canada, Inc. (formerly Janna Systems)

Markham, ON

2002

Resource Manager, Professional Services

Position Objective

- to ensure the correct resources are matched to each project and to manage finances

Major Accomplishment

- reduced outstanding accounts by over five million dollars in three months
- assisted as part of management team in decisions for professional services

Consultant, Professional Services

2000-2001

Position Objective

- to provide functional and managerial support for professional services team on site

Major Accomplishment

- faced off against client of major investment banking firm
- process design and variance tracking

Community Youth Services

Orangeville, ON

1999-2000

Information Manager and Computer Specialist

Position Objective

- to develop specifications for & maintain, technological systems during start up period

Major Accomplishment

- established three NT networks and launched Dufferin County youth web site
- developed organization's logo and public relations material
- analyzed new technologies for suitability and/or implementation
- assisted in guiding direction of organization

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VOLUNTEER WORK EXPERIENCE

Toronto Ultimate Club **Toronto, ON** **2007-present**

Chairman, Board of Directors

Position Objective

- to oversee the operations of the Toronto Ultimate Club, the third largest club in the world

Major Accomplishments

- successfully implemented a higher degree of accountability and procedure

Ultimate Canada **Winnipeg, MB** **2010-2011**

Canadian Ultimate Championship Competition Director

Position Objective

- to oversee all Regional qualifiers and the National competition in Canada

Major Accomplishments

- resolved disputes in partnership with the Executive Director and Regional Coordinators

University Of Waterloo **Waterloo, ON** **1997**

President Of Math Undergraduate Society

Position Objective

- to effectively manage the student society and liaise between students and faculty

Major Accomplishments

- organized and hosted reunion of former student leaders of the last decade
- initiated meetings to develop new ideas and carry projects forward during off-terms

Vice-President, Activities And Services Of Math Undergraduate Society **1996**

Position Objective

- to manage over fifty volunteers on several committees

Major Accomplishments

- aided in re-establishment of Faculty-Student Liaison Committee to represent undergraduate constituents in the Faculty Of Mathematics and Computer Science
- organized large events on limited budgets, outperforming the historical activity
- established new sources of income, effectively doubling the society's incoming funds
- implemented new organizational structure including creating a Board Of Directors

EDUCATION

University Of Waterloo **Waterloo, ON** **1999**

Bachelor of Mathematics, Mathematics

- course work in Optimization, Economics, Business, Statistics, Physics and Logic