

Colin J. Campbell

Summary of qualifications

- **Executive Level** – 9 years Directing companies in the transportation, consulting, software development, retail marketing, and mortgage sectors.
- **Business Development** – Hired, trained and managed sales teams as a consultant as well as a sales manger. Significant experience at the senior levels
- **Sales and Consulting** – Over 15 years experience in sales and Information Technology consulting. Enterprise business analysis and system implementations, change management and business management issues.

Professional experience

Oct 99 to Present

Consulting IMP Systems Inc.

IBM Atlanta- Incentive Compensation Module of Siebel CRM Application, Analysis of the overall Incentive plans with objective of deploying tool world Wide. Requirements analysis for CRM Tool for EMC in Boston. Pitney Bowes- Siebel- Analysis of 2 Major Sales Territories with the object of deploying national World wide Headquarters/ Milwaukee/Dallas.. Contracting, implementation, and development agreements with several Companies including Siebel, KPMG, Onyx Software, Great Plains and Broadbase. Solution and discovery for value chain and Sales Force productivity within the CRM product segment.

1996 –1999

Business Development, PricewaterhouseCoopers LLB, Vancouver, BC

Working with tier one and tier two clients through the discovery and design process to introduce ERP and CRM systems. I was the International Coordinator for the Intrawest Developments' RFP of Siebel Systems and Client Management team lead for the City of Moosejaw's JD Edwards implementation. The scope of the position also included participation in the Senior Management Business conferences in Western Canada and Western USA.

1989 - 1997

President, Sovereign Management Ltd., Vancouver, BC

The company developed SFA (Sales Force Automation) and CRM (Customer Relationship Management) software products, targeting business to business, wholesale and retail outlets. Development and strategic focus was on small business and niche markets. We designed these applications with usability and simple user interfaces with all the business rules in the software engine. We also developed data warehouses and individual data marts for the clients.

We also had a consulting service business unit, some of the contracts I participated in were

1. Project Consultant for a sales and marketing program for GA Wright Inc. The main focus was Managing Client Implementation Projects
2. Sales development for GE Technology (GE Capital) Managed external client cross sales and National coordinator for program rollout.
3. Mitsubishi (Canada) sales development for Productivity Point Inc

1980 - 1989

Project Lead / Retail Ass't Manager, B.C. Liquor Branch, Vancouver, BC

I was the project manager for the implementation of a point of sale system launched to 220 retail stores in BC. I was directly responsible for the training and implementation of the HOST purchasing and inventory system in 25 stores.

Education

1982 – 1984 Open Learning University, Vancouver, BC

Bachelor of Business Administration

1991 - 1992 Athabasca University, Edmonton, AB

MBA Program

1972-1975 CGA Vancouver, BC

CGA Program