

Value Proposition

Simon is a versatile senior executive with strengths in small business start-ups and turn-arounds. He has successfully participated in a number of public and private ventures providing insight into a variety of financing alternatives, with a particular focus on logistics, oil and gas services and IT. Simon has brought this knowledge to bear in the turn-around of several companies. He has tackled challenges such as revenue growth, cost reduction, productivity, union negotiations and software implementations. He is committed to quality management, the implementation of quality programs and to strong measurement tools. His interest in an environment of safety has resulted in added responsibilities at a management and Board level. His focus on building a strong balance sheet and dynamic team, along with strong revenue growth, a sense of commitment and customer service has led to a savvy senior executive capable of adapting quickly to new and challenging environments.

Selected Achievements

- Working with a home brewer, developed and implemented a business plan and then raised \$1 million to create Brauerei Fahr.
- Worked with a management team in a software services company to turn a \$5.1 million loss to a \$1.8 million profit in a five year time frame. This included staff rationalization, elimination of unprofitable customers, rationalization of office locations, sale of non-core business and productivity improvements.
- Through a conversion of employees to owner operators, route rationalization and revenue growth, turned a \$5 million courier operation from a \$375,000 loss to a \$100,000 profit in 18 months.
- Turned a \$2 million waste management operation from a \$200,000 loss to break even in 13 months through selective price increases, staff and customer rationalization.
- While managing an oil and gas service company, realized cost savings of \$1.2 million per annum through creation and training of a Mexican labour force, reduction of expat staff and reduced travel.
- Launched the Canadian division of a major US office supplier and grew it to \$13 million in sales in under three years.

Experience

- Osborne Interim Management:
 - Glacier FarmMedia - METOS Canada: Business Analysis (2021)
 - Glacier FarmMedia - Discovery Farm: Business Analysis (2021)
 - MPP Engineering: Strategic Overview (2019 - 2020)
 - Enablence Technologies: Strategic Planning (2017)
 - Syngenta: Process Enhancement (2017)
 - FREDsense: General Management (2016)
 - Connected Business Women Network: Strategic Planning (2014 and 2015)
 - Baseline Water: Senior Management Support (2015)
 - Intellidig: Strategic Development (2013)
- Brauerei Fahr: Chairman (2015 - 2021)
- High Arctic Energy Services: Board Member, Chair Safety Cmte, Member Governance Cmte (2007 - Present)
- Sylogist Inc: VP, Operations
- Optimal Pressure Drilling: Managing Director
- Robyn's Trucking: VP Commerce/Part Owner
- Via TV Marketing Corp: President
- Advance Waste Systems: General Manager

Qualifications

- Bachelor of Commerce, Major in Quantitative Methods - Concordia University, Montreal

