

## Value Proposition

Gary is a multi-disciplinary business leader with global experience, able to operate in roles from project leadership to C-suite. He brings a track record of fast and effective situational analysis. He provides leadership of strategic and operational change programmes in turnaround and business development situations. With an analytical mindset and insatiable curiosity Gary has demonstrated the flexibility to adapt to different industries and geographies. He has succeeded in start-ups and established corporations and has worked effectively with executives and business owners in boardrooms as well as tradespeople and labourers on construction sites. Gary exudes a passion for improving the health of the businesses he works with, achieving positive changes in organizational culture and coaching leadership teams to long-term higher performance.

## Selected Achievements

- Completed a six-month interim executive role for a BC winter sports business, positioning the organization for future success including recruitment of a permanent executive for the role.
- Re-engineered a sports-media business model worth in excess of \$200 million per annum, moving from an unsustainable high-margin, high risk approach to a low-risk, efficient model accepted by all stakeholders.
- Completed the turnaround of a distressed broadcast business employing 450 people, including a market exit from some unprofitable activities.
- Developed and implemented a new strategy of HD leadership which renewed subscriber growth to nearly 2 million customers with 50% increase in user revenue, moving the business from a \$50 million annual loss to a \$260 million profit.
- Successfully negotiated a complex white-label satellite TV service agreement between Bell and TELUS to enable TELUS to launch satellite TV service in Western Canada.
- Led the development of an leading IPTV service which included the negotiation of a complex technology contract for the underlying IP technology. The service now underpins the largest TV distribution business in Canada.
- Applied advanced customer segmentation techniques to billing and collections which achieved a \$50 million reduction in accounts receivable and \$20 million reduction in the annual cost of bad debt.
- Negotiated all the commercial arrangements for a successful start-up interactive services technology business using wireless technology.
- Completed the implementation of enterprise software packages originally built for US utility companies for several gas and water organizations in Europe, including many modifications for unique local requirements.
- Led the analysis of energy production contracts for nuclear and gas-fired power stations in the UK including the implementation of energy trading software enabling live energy trading to commence.

## Experience

- Osborne Interim Management:
  - Sun Peaks Resort: Interim Chief of Accommodations and Hospitality (May - October 2022)
- Accelerate Okanagan: Executive in Residence (mentoring tech start-up businesses)
- Sports Information Services (sports media collection and distribution business): Chief Executive Officer
- Bell Canada (Canada's largest communications business): President, Bell ExpressVu
- BSkyB (the UK's pre-eminent TV distribution business): Commercial Manager, WrapTV; Director, Sky
- SCT International (US-based enterprise software business): Vice President, Industry Marketing, EMEA Region
- Forstar Developments (consultancy for the privatized energy industry): Consultant and General Manager

## Qualifications

- Imperial College, London: B.Sc Hons (Civil Engineering)
- Ivey Business School, Western University: MBA
- The Directors College, DeGroote School of Business, McMaster University: Chartered Director

