

Value Proposition

Grant has forged a successful career in resource industries including agriculture, oil sands, mining and aggregates, and brings an entrepreneurial background and spirit to directing business growth and profitability. He brings a wealth of experience in all facets of business start-up and development of shareholder agreements. Grant is equally comfortable generating a business and financial plan, pivoting an existing business towards new strategy, and directing change through a capital project. Grant employs a pragmatic, laid-back coaching type approach to all business matters.

Selected Achievements

- Completed the sale of a private business with over 4X ROI in six years; then enabled transition to its new leadership through advisory and mentoring.
- Transitioned leadership approach from a hands-on technician working in his business to a hands-off strategic entrepreneur working on his business; resulting growth went from one to 80 personnel.
- Developed and implemented a business plan to concurrently diversify markets and replace existing manufacturing facilities, ultimately delivering 2.5X growth in revenue and profit.
- Assessed the strengths and weaknesses of a struggling \$1 million business and then successfully re-positioned it into a merger with a \$6 million company.
- Delivered 10X revenue and profit growth over five years, achieved through business diversification strategy evolving from a service provider into a whole goods manufacturer.
- Project Manager for a global multi-national company delivering a fast-tracked \$100 million design-build capital project to a major energy producer.
- Founded a one-person consulting business. Organically grew the team to six in two years by proacting to market-driven revenue opportunities, after considering and declining partnership opportunities in other companies.
- Chosen to be the founding employee of a new business division in a \$200 million-plus private enterprise.

Experience

- Vale Industries Ltd.: Advisor and Minority Shareholder (2020 – 2022)
- Vale Industries Ltd.; Owner and President (2014 – 2020)
- ZJ Solutions Ltd.: Owner and President (2002 – 2014)
- PTMC Engineered Systems Ltd.: General Manager (1997 – 2002)
- Bearing & Transmission Ltd.: Applications Engineer (1991 – 1997)
- INA Bearing Company Ltd.: Sales Engineer (198 – 1991)

Qualifications

- Engineering Bachelor of Science, University of Saskatchewan (1989)

