




DENNIS TUBBS


BUSINESS COACH

JBKSOLUTIONS.CA

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 www.gotomeet.me/dennistubbs

EDUCATION

BUSINESS MANAGEMENT
BC Institute of Technology
1990 - 1994

7 HABITS OF HIGHLY EFFECTIVE
PEOPLE
Certified Trainer – Franklin Covey
2000 - 2006

SKILLS

Customer acquisition and
retention strategies

Strategic Planning

Profitable Growth Strategies

Staff recruitment and retention

Financial Management

Succession Planning

Personal/Interpersonal
Leadership

KPI development

Operational process
improvement

PROFESSIONAL PROFILE

To continue working in the field of Business Coaching and Management Consulting where I can utilize my skills, experience and training as an award-winning Business Executive to help clients achieve their business objectives.

EXPERIENCE

BUSINESS COACH

JBK Creative Solutions / Western Canada / 2011 – Present

JBK is a boutique, freelance consulting business that specializes in Business Coaching for businesses in the B2B and B2C service sectors. The business model includes working directly with Business owners to drive improved operating results by focusing on key profit drivers.

- Serves the BC and Alberta markets
- Helped deliver >\$3 Million in net profit increases for clients to date
- Helped deliver >\$9 Million in top line growth for clients to date
- Served >60 clients across Western Canada

BC MARKET MANAGER

Cintas Canada / British Columbia / 2005 – 2011

Sales leader responsible for building successful sales team in BC that consistently exceeded new business sales targets. Act as a formal mentor to less experienced Managers in the Pacific Northwest Region.

- Led Sales Team of the Year in Pacific Northwest Region in 2007 and 2008
- Manager of the Year in Pacific Northwest Region in 2006, 2007 and 2008
- 5 Presidents Club awards (top 10%) – 3 Diamond Level awards (top 5%)
- Staff turnover <10% with 97% staff job satisfaction
- Official Mentor to 5 less experienced Managers in Pacific Northwest

OTHER POSITIONS

BC General Manager - UniFirst Canada / 2000 – 2005

Vice President – Environmental Technologies Ltd. / 1997 – 2000

BC District Manager – Crown Packaging / 1992 – 1997

BC Linehaul Manager – Loomis Courier Service / 1982 - 1992