DENNIS TUBBS

BUSINESS COACH

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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

Strategic Planning

Profitable Growth Strategies

Staff recruitment and retention

Financial Management

Succession Planning

Personal/Interpersonal Leadership skills

Organizational Behavior

Operational process improvement

PROFESSIONAL PROFILE

I am a successful Business Coach and Consultant that works with small and medium sized business owners to maximize their results and help to achieve their short and long term objectives. I have worked with clients in a wide range of industries and markets with verifiable results and a high return on investment. I look to continue working with proactive clients who have a genuine desire to improve their business results

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 identifying and focusing on key profit drivers.

- Serves the BC and Alberta markets
- Delivered >$3.6 Million in net profit increases for clients to date
- Delivered >$9 Million in top line growth for clients to date
- Has served >60 clients across Western Canada

BC MARKET MANAGER
Cintas Canada / British Columbia / 2005 – 2011

Sales leader responsible for building successful sales teams 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 retention >90% with 97% staff job satisfaction
- Official Mentor to 8 less experienced Managers in Pacific Northwest

OTHER POSITIONS

British Columbia General Manager - UniFirst Canada / 2000 – 2005

Executive Vice President – Environmental Technologies Ltd. / 1997 – 2000

British Columbia General Manager – Crown Packaging / 1992 – 1997

British Columbia Regional Manager – Loomis Courier service / 1982 - 1992