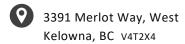
# **DENNIS TUBBS**

BUSINESS COACH

J B K S O L U T I O N S . C A









### **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