

Paul Van Dermark

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INDUSTRY EXPERIENCE

Business Development Manager, Project Logistics Western Canada, Agility Calgary. Calgary AB, 2013-2015. ***Shell Canada Key Account Manager, 2013-2015***

Responsible for the business development of major capital projects within the strategic verticals of infrastructure, oil, gas and mining within Western Canada. Key account manager of the Shell Canada account.

Introducing Agility Projects Division of Agility to the Alberta and British Columbia market place.

Developing key relationships through champions within the vertical to penetrate and position strategically.

Managing the relations of the Shell Canada account nationally within the Agility strategic development.

Networking and establishing key relations with suppliers and partners known and approved of within Agility.

Sourcing of solutions and pricing of informal and formal ad hoc request for quotes.

Controlling, administering and assisting a tender management team with the analysis and response to prequalification, expressions of interest and formal bids/tenders that were developed under the control of the above role.

Consulting to clientele regarding terms of trade (Inco Terms 2010) within the noted target markets.

Preparing and presenting hard and electronic materials to support the marketing of core competencies with clientele.

Negotiating terms and conditions upon award prior to formal contract signing.

Facilitating the management of execution between operational staff and the key decisions makers with the clientele.

Assisting in the collections of funds exceeding agreed payment terms.

Managing the relationship of the client prior to and during execution.

Providing strategic market plans with qualitative and quantitative data for internal budgetary planning.

Providing sales planning reports, results, planned actions along with reports of every strategic personal visit.

Business Development Manager, Panprojects Division, Panalpina Inc. Calgary AB, 2007-2013

Responsible for Business Development of Major Capital Projects within strategic verticals of Infrastructure, Oil & Gas and Mining in **Alberta, Saskatchewan and Newfoundland**

Duties Included:

Introducing the Panprojects Division of Panalpina Inc. to the Alberta and Newfoundland market place on a green basis

Developing key relationships through champions within the vertical to penetrate and position strategically.

Networking and establishing key relations with suppliers and partners known and approved of within Panalpina Inc.

Sourcing of solutions and pricing of informal and formal ad hoc request for quotes.

Controlling, administering and assisting a tender management team with the analysis and response to prequalification, expressions of interest and formal bids/tenders that were developed under the control of the above role.

Consulting to clientele regarding terms of trade (Inco Terms 2010) within the noted target markets.

Preparing and presenting hard and electronic materials to support the marketing of core competencies with clientele.

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Facilitating the management of execution between operational staff and the key decisions makers with the clientele.

Assisting in the collections of funds exceeding agreed payment terms.

Managing the relationship of the client prior to and during execution.

Providing strategic market plans with qualitative and quantitative data for internal budgetary planning.

Providing sales planning reports, results, planned actions along with reports of every strategic personal visit.

Attending and exhibiting at trade shows, industry functions and social events

Business Development Manager, Projects / Oil & Energy Alberta Kuehne + Nagel Ltd. Calgary AB, 2004-2007.

Vertical responsibility within the segment for offices within the region of AB

Duties Include:

Identifying market platform

Selecting target segment/s within market platform

Promoting Key Performance Indicators internally and externally

Motivating sales team within Alberta

Developing new relationships and existing to shift into buying platform.

Coordinating and administering responses to formal RFI, RFP and RFQ's

Controlling all networking requirements within the Global Project Team, and Global Oil & Energy team for all Global accounts operating in Alberta.

Negotiating contracts with clientele. Suppliers and colleagues internationally

Representing Kuehne + Nagel at select trade shows locally / internationally

Planning and Preparing budgets, projections and profit analysis on a case by case to annual basis within the segment.

Organizing marketing events.

Business Development, Kuehne & Nagel International Ltd. Calgary Alberta, 1999-04.

Responsible for business development in the region of Southern Alberta.

Duties Include:

Promoting International Transportation Management and Logistics in all segments of the market.

Soliciting accounts and developing new business. Import/export; air freight, sea freight, transborder / intermodal, customs brokerage, cargo and marine insurance, integrated logistics, project forwarding, corporate travel
Develop solutions and present quotations / submit bids for tendering process / service proposals for business generated
Defining International terms of trade (INCO 2000)
Liaison , negotiate rates, and analyze performance of suppliers / Air lines / Ocean shipping Lines / Trucking / Rail
Represent the company at industry exhibits / trade shows / seminars
Provide consultation and working instructions for all new business
Communicating with operational staff on a daily basis
Maintaining ISO 9001 level of quality for all functions
Analyzing external environment for target marketing

World Freight Sales Specialist, DHL Worldwide Express, Calgary Alberta, July 99 – October 99
Responsible for air freight sales in the region of Alberta.

Duties included:

To promote and market Total Logistical Solutions in the Alberta Region
Develop a new client base through outside sales
Provide logistical consultation to existing and potential clients
Coordinate logistics on all import / export shipments in excess of 200 kg
Negotiate directly with Airlines, GSA, Agents, and Trucking companies
Prepare all quotations on a per shipment basis

Air Freight Coordinator, Transera International Logistics, Calgary Alberta, Jan 99 - June 99
Responsible for coordinating international air freight shipments.

Duties included:

Coordinate projects, negotiate rates and routes for Airfreight Shipments
Prepare export documentation, customs manifest, commercial invoices, certificates of origin, Master/House Air Way Bills, Flight Details, Agent Alert
Tracing All Air Freight shipments and updating status
Invoicing and preparing monthly internal and external reports
Communicate Logistics to clients, consignees, agents, couriers and airlines

Operations Supervisor, Hudson General Aviation Services Inc., St. John's, NF, 1990 - 1997
Responsible for front-line operations. Providing of ground handling, passenger Handling and cargo services for commercial airlines.

Duties included:

Represent the company and communicate objectives, priorities, concerns and expectations
Processing of documents related to daily operation
Providing leadership, direction, control and training
Coordinating activities safely and efficiently to meet all contracted obligations
Scheduling of 40 full/part-time personnel on a weekly basis
Represent the company in administering the collective agreement
Operational decision making concerning all contracted services

EDUCATION

Bachelor of Business Administration, Fifth year.

Memorial University, St. John's NF.

Certificate In International Freight Forwarding

University of Calgary, Calgary, Canadian International Freight Forwarding Association.

Mecuri International Consultative Selling.

Sales Platform

DAPA approach. To be defined upon request

Communication Skills

Objection Handling

Price Handling

Brick-walling

Presentation Skills. Scheduled 01/09/2007