



TIM KELSEY
95 Sark Ave. Markham GA- 458-458-5555 - rytkelsey@mail.mail

Business Developer and Print Procurer

Great Title!

“Growth Consensus Builder - Value Creator”

More than 20 years of dedication in providing strategic direction, business development, managing budgets and resources for highly visible national / international entities and thriving businesses. Astute and shrewd negotiator who has successfully brokered and managed complex deals, and kept them on budget and on time

Good to have specific experience,

Secured long term business ties with the following organizations:

but always be careful about NDA or other agreements

CIC	Golf Canada	Waters Coopers
CBoA	Canada Law Review	McKellen Containers
CAOI	Magna Conglomerate	The Cascade Institute
Sound I	Belize Insurance Board	The Department of Foreign Affairs

Recognized for exceptional representational skills and resource utilization. A trusted advisor that is cool under pressure and energized by high-risk / high reward opportunities. Resourceful problem-solver who envisions smart solution gency across all areas of the organization. Quick and decisive in identifying, evaluating, selecting and executing the right options to drive business growth.

Added Value Offered

Formatting is a little odd here, use 2 columns for easy reading.

<p>(</p>	Team Building and Leadership	<p>)</p>
	Partnership & Alliance Formation	
	Production, Efficiency & Performance Improvements	

Career Synopsis

Successfully delivered for some of Ontario's largest and most demanding customers for more than 20 years. A noteworthy customer includes **The Ontario Bank**, some of the services provided included the management of printing needs for the departments of Marketing, Mortgages, Human Resources, Corporate Communications and the Office of President and Chief Executive Officer. Non-disclosure and confidentiality are key to a business relationship which has grown over 20+ years. Another customer, **Golf Canada** involved supplying overnight printing for the Daily Draw booklets for both Men's and Women's tournaments **McKellen Containers**, being their printer of choice for over 20 years, supplying labels and graphics with their structural designers for the POP, POS and Corrugated Market. **CIC**, **CAOI** as well as **Waters Coopers**, supplying booklets, handbook updates as well as overnight printing and distribution on demand with respect to Government Budget Tax Reports. **The Cascade Institute**, supplying the print and production for the "Ontario China Business Investing in Growth" Trade Mission Book, with the Department of Foreign Trade China Division and the Office The Prime Minister.

Information is nice, however, it could be listed out so that information can be skimmed more quickly.

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Resume does not contain any dates of employment?

Key Accomplishments:

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Apprenticeship with Garden City Press in Toronto, training included the printing and finishing of law books, accounting books, hand book updates, business publications and commercial printing. Training in all departments of printing, production, estimating, cost management and sales.

Printing for Corporate Communications leads to reference to Marketing, leads to reference to Human Resources, to mortgages, Visa Centre, Office of the President & CEO and Office of the Chairman.

Met and exceeded all expectations for printed needs while dealing with highest levels of confidentiality.

Selected to supply printed materials for Board of Directors and Annual General Meetings for 12 years.

Each statement should start with verb

Creating budgets, timelines and a "can do" attitude when you need it now.

Brand guidelines and non-disclosure adhered to at all times.

Supplied overnight printing and finishing for 4 colour 8 page daily draw booklets for National Tennis Centre Tournaments, successfully meets extreme deadlines, on time and on budget.

Define new business opportunities, develop a good understanding of clients business and industry, build relationships and manage their perceptions and expectations.

Attend customer meetings, deliver print specifications, budgets and time lines. Most of all supply ownership, trust, professionalism, support, quality, and value added.

Also, while the key points are good, I would like to know which jobs they were related to.

Additional information regarding specific client assignments can be furnished upon request.

Education

Excellent demonstration of continued education

Thorpe District High School
Ryers Technical Institute Graphic Arts Estimating (1974)
Alfred Brown College Graphic Arts Lithography (1976)
James Morrison College, Continuing Education (1979 & 1980)
TSE Graphic arts Continuing Education (1977 - 1985)

References available upon Request

Always keep in mind that you should have references even before you apply for a job