

R.J.(Bob) Evans

515 - 1st Ave. W, Box 33
Buchanan, SK S0A 0J0
www.rjevans.org

cell 306-862-6400
bob@rjevans.org

Summary

After a professional career spanning 25 years of experience in progressively responsible positions including sales and operating management Mr. Evans launched a consultancy specializing in strategic management and financial planning. The consultancy's strengths include strategic thinking and implementation skills, results orientation and a straight forward approach to problem solving. As an individual the consultant is equally familiar dealing with senior bureaucrats and politicians as well as business owners and labourers. The consultant is an innovative thinker capable of designing systems or equipment to solve specific problems. The consultant's retail management history provides him with an understanding of IT management systems, human resource management, strategic direction, corporate culture management as well as daily management issues relative to operating a complex business.

Aug. 1, 2007 to current

Developed an independent consultancy specializing in business management. Mr. Evans has worked with clients as different as BDC, private grain companies to private farm enterprises. In cooperation with McCannell Financial Mr. Evans has arranged farm financing and helped facilitate intergenerational farm transition. Working with Palliser and Assiniboia Land Management Mr. Evans has travelled extensively in Saskatchewan meeting with a wide variety of primary producers engaged in grain and livestock enterprises of varying scales.

Jan. 1, 2007 to July 31, 2007

Subsequent to the sale of the business which he had managed Mr. Evans was employed by the new owner, Viterra Inc., to facilitate the transition period.

April 1, 1986 to Dec. 31, 2006

Initially employed by Gates Fertilizers as a sales representative and ultimately as the CEO and Managing Shareholder. Gates Fertilizers was a multi-outlet farm supply business with in excess of 30 seasonal employees and up to 14 full time employees. In the fall of 2007 Mr. Evans completed the sale of the business to Viterra Inc. and was subsequently contracted by Viterra for a 6 month transition period.

Prior to 1986

Employed for two years by Grainews farm newspaper as a sales rep

Employed for roughly 6 months by Ramboc Enterprises, an equipment sales company.

Employed for 4 years by AgWest Industries, an equipment sales company.

Accomplishments

Strategic direction

- strategic coaching and business planning for diverse businesses involved in tourism, agricultural sales and service as well as primary producers
- coached a mature staff in a commodity sales organization to grow sales from 3.5 million to over \$10 million
- worked with a national industry association board of directors to implement a branding strategy in Ottawa and the provincial capitols

Financial management

- coached diverse businesses to improved financial performance
- prepared, implemented and monitored detailed cashflow and budget projections for a complex business as well as a national association
- prepared strategic business plans for various clients up to and in excess of \$50 million annual sales

Operations management

- day to day management of a seasonal business with weekly sales in excess of \$1 million during peak periods including hiring seasonal staff and purchasing resale products
- oversaw accounting management for a multi-location retail organization
- implemented new integrated business management systems on two separate occasions for multi-outlet retail organizations
- oversaw a multi-activity repair and manufacturing facility including maintaining government certifications and related documentation

Innovative processes & equipment

- evolved new equipment for changed seeding systems by fabricating modifications to existing equipment. The improved equipment allowed the business to capture sales from many of the farmers who were in the process of changing to the new seeding technology.
- completed a regulatory gap assessment for a multi-outlet business division and an occupational hazard assessment for a new enterprise of an agricultural co-operative
- conceived a promotional piece called "Did You Know" which helped brand the industry association as an environmentally sound source of knowledge

Team development

- coached small businesses to improved performance through the use of strategy planning exercises and facilitated management meetings
- implemented strategic management retreats which annually summarized company successes & failures and then developed quantified action plans for the entire staff for the upcoming year
- worked with senior industry leaders, competing industry associations, bureaucrats and politicians to achieve consensus on difficult and controversial issues

References available upon request.