***Kevin Mistry***

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***Career Highlights***

* Peak Performer award winner for highest logo attainment - **LinkedIn Canada**
* Presidents Club award winner for exceeding 130% of quota - **Source Office Furnishings**
* Successful entrepreneur in construction and as the founder of Goaliestogo.com
* Designed and built two custom made homes in the GTA
* Sold the largest deal at the company to date, with a top 3 national homecare provider - **Alayacare**

***Work Experience***

**Alayacare, Montreal**

Enterprise software platform for home health care providers that combine back office, mobile and remote monitoring technology

**National Sales Manager – Australia 2017 - Present**

* Recognized the unique demands in the market and built a business plan for market penetration
* Built the Australian division from 0 to $4M in revenue after 2 years
* Exceeded sales targets by 40% in 2017 and forecast to exceed 2018 target by 109%
* Led the growth of the Australian team from 1 to 6 full time employees
* Prepared detailed sales forecasts, competitive analysis and P&L statements for quarterly investor meetings

**Sales Manager 2014 - 2017**

* Worked with the founders to create a ‘Go to Market Strategy’ in a highly regulated health care sector
* Helped secure business from two of the top three home care providers in Canada within the first 6 months of going to market
* Began negotiations with public sector governing body (CCAC), to provide pay codes for virtual visits and delegated authority, thereby releasing a new revenue stream for care agencies and remote monitoring applications
* Closed the first enterprise size deal valued at over $1M over 2 years.

**LinkedIn Canada, Toronto**

World’s largest professional social network for business

**Senior Account Executive, Talent Solutions 2011 - 2014**

* Responsible for new business development in the enterprise software and new media categories
* Managed 3 Sales Development specialists in prospecting and lead generation
* Used Salesforce.com, Eloqua, and Hootsuite to track sales and marketing activity
* Over achieved quota in every year, reaching 120% of quota in 2012 and 2013
* Won Peak Performers award for highest logo attainment in 2013
* Selected to represent LinkedIn Canada at various speaking engagements delivering the “Hire, Market, Sell” value proposition

**Goaliestogo.com , Toronto/Vancouver/Montreal**

Think about a staffing agency that supplies replacement ice hockey goalies to teams in need

**Founder 2003-2013**

* Grew business from its inception to a roster of over 150 goalies, playing more than 100 games a week across Toronto, Montreal and Vancouver
* Negotiated exclusive rights to be the official Rent A Goalie service to the ASHL, the largest arena network in the world
* Devised unique marketing strategy to penetrate the adult hockey market, that propelled the company to be the largest of its kind and helped invent an industry
* Formed strategic partnerships that allowed Goaliestogo to become number one in Google’s organic search results
* Became the basis for a TV series named “Rent a Goalie” that ran on Showcase for 3 seasons
* Featured on CBC Newsworld’s Entrepreneur Week, CBC Radio One, Chill Magazine, Eye Weekly and the Toronto Star
* Company was acquired in 2013

**Source Office Furnishings, Vancouver**

Provider of high end quality office furniture

**Territory Manager 2008-2011**

* Generated new business from home office within assigned geography in Western Canada
* Sold entire range of Source products through a consultative sales approach with new and existing customers, through cold calling, inbound leads and industry events
* Developed and presented layout proposals for office spaces as per client requirements and budget.
* Consistently met sales quota and often led the field sales team in total revenue
* Won Presidents Club award in 2010 attaining 130% of target quota

**Stantec Consulting, Vancouver**

Third largest multi disciplinary engineering/architecture firm in Canada

**Lead Recruiter Contract 2007-2008**

* First dedicated recruiter for Western Canada, charged with developing the recruitment department and introducing new innovative recruiting techniques.
* Established and promoted a member referral program by determining bonus levels and sending internal communications to staff by email and through Stantec’s newspaper
* Took a lead role in a large scale international recruitment initiative in the UK, Ireland, Australia, New Zealand and South Africa
* Lead the Co-op and campus recruitment initiatives for BC region and secured government grants where applicable

**KPMG LLP, Toronto**

Big 4 accounting firm specializing in Audit, Tax and Advisory Services

**Senior Recruiter Contract 2004 - 2007**

* Hired on contract to handle recruitment duties for the GTA’s experienced hire audit group
* Participated in the implementation of a new applicant tracking system, switching from E-cruiter to BrassRing
* Participated in various strategic recruiting initiatives such as internal career fairs and the Masters of Tax recruitment campaign at the University of Waterloo

#### Education& Training

* 2003 **University of Guelph**, Honours Bachelor of Commerce,

Major in *Management Economics in Industry and Finance*. (Dean’s honour list)

* 2012 **Sandler Training** - 3 day “Solution Selling” workshop in San Francisco, CA
* 2012 **Basho Strategies** - Prospect and Cold Calling workshop
* 2009 **Excelsior Learning** – Ignite Negotiations

#### Noteworthy

* Ran a workshop at YMCA Vancouver to help recent immigrants gain career and job search skills
* Frequent participant in the Compensation and Market Trends Forum held by the Canadian Council of Human Resources
* I love building things, including furniture, homes, and pretty much anything else
* Lastly, I’m a ‘sports guy’. I love to compete in anything that my aging body will allow, golf, hockey, volleyball… anything!