

Christopher Grady

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SUMMARY

Results-driven professional with a proven track record in strategic leadership, program management and entrepreneurship. Skilled in developing go-to-market strategies, leveraging data analytics, and managing cross-functional teams to drive revenue and operational scalability. Committed to continuous growth and community involvement.

WORK EXPERIENCE

Export Development Canada

Strategy & Operations Manager | International Financing Guarantees

6/2021 - present

Growth Strategy: **Championed 5-year business strategy** to develop an FI reliance guarantee program, capturing \$30M of opportunity.

- Successfully secured the highest % of investment allocation across EDC's Mid-Market groups from EDC's C-Suite.
- Directed \$5M web-based project to scale & accelerate the growth of EDC's loan guarantee program for Canadian mid-market exporters resulting in issuance of 2,100 guarantees (C\$1.7B total), a 45% increase y/y.
- Coordinated with cross-functional teams (Legal, Ops, BD, Compliance) & major banks incl. RBC, TD & Scotiabank to negotiate favorable financing terms & create a standardized regulatory compliance framework that reduced processing time by 80%.
- **Demonstrated effective leadership skills** while overseeing a team of 6 employees, providing guidance & support & building a strong rapport with the team that resulted in a 30% decrease in employee turnover & a 20% increase in employee productivity.

Sr. Analyst | Risk Management Financing & Investing

7/2020 - 6/2021

Process Optimization: **Launched a machine learning model** using Azure ML aimed to reduce delinquency by \$3.3M / year.

- Partnered with BD & PD teams to define the scope & requirements of the machine learning model & launch within a challenging 3 month timeframe, achieving an accuracy rate of 90%.
- **Spearheaded an automated alert system that was adopted company-wide** which notified relevant stakeholders of potential delinquent accounts, reducing response time by 50% & improving overall customer satisfaction.
- Collaborated directly with C-suite to design strategic dashboards for segmentation analysis, aiding in the development of long-term diversification strategies & reducing portfolio risk exposure by 20%.
- Automated ETL processes of disparate databases using UIPath & Microsoft SQL Server Integration Services (SSIS), which reduced the time spent manually creating dashboards by 90%.

Sr. Analyst | Structured & Project Financing - Cleantech

1/2020 - 7/2020

- Sourced investment opportunities for Cleantech projects exceeding C\$50M in value & C\$3M-10M in EBITDA.
- **Demonstrated industry expertise by performing market analysis & operational due diligence** on 20+ potential investments, resulting in the successful identification & recommendation of 3 high-potential opportunities with projected ROI of over 25%.
- Implemented a streamlined system for documenting and tracking audit procedures, resulting in a 15% reduction in errors during the audit process.

Analyst | Risk Assessment & Portfolio Management

5/2019 - 1/2020

- Automated a visualization of the insurance sales pipeline waterfall using Tableau & SQL on multiple datasets with over 8M+ rows, saving 5 hrs/week & expediting stakeholder delivery by 10 days.
- **Conducted extensive financial analysis & credit surveillance** on Buyers for accounts receivable insurance contributing to a 4% non-payment rate decrease & 6% PD decrease.

LighthouseTech.ca

Founder

5/2015 - 3/2019

- **Developed & executed Go-To-Market strategies** to achieve customer acquisition & revenue targets resulting in a 40% avg. increase in web traffic & a 30% avg. increase in revenue.
- Engaged in **one-on-one business advisory sessions** with diverse clients. Successfully monitored project timelines & budgets for 30+ projects, ensuring 80% of projects were completed ahead of schedule & within budget while maintaining a customer satisfaction score of 90%.
- Scaled **digital strategy consulting** company to \$120K in annual revenue & managed a team of 4 experts (2 Dev, 1 UX, 1 GD).

EDUCATION

BA (Honors) in Applied Economics | Queen's University, **Cumulative GPA: 3.95/4.3**

- Dean's Honor List each year (top 10%)

CERTIFICATIONS

Machine Learning Specialization | Stanford University

Chartered Financial Analyst (CFA) - Level II | CFA Institute

LEADERSHIP & COMMUNITY INVOLVEMENT

- **Volunteer, Shibuya Haruno Ogawa Play Park** | 2024 - present - Facilitate children's play experiences & improve park.
- **Conversation Group Coordinator, Immigration Services Kingston & Area (ISKA)** | 2020 - present - Facilitate weekly conversation group for immigrants.
- **Active Member, EDC Growing Professionals Committee** | 2019 - present - Promote professional development & inclusivity through guidance & mentorship, educational workshops, networking events & shared resources.

SKILLS & INTERESTS

Data Analytics, Visualization, Project Management, CRM: SQL, Power BI, Tableau, Excel, R, SAS, Alteryx, Visio, Looker, Snowflake, Jira, NetSuite, SAP HANA, Salesforce (SFDC)

Programming: Python, C/C++, TensorFlow (for AI applications), UIPath (for robotic process automation), Azure ML

Honors: Margaret Purcell Award - helping to improve the lives of people in the Kingston community through volunteerism

Languages: French (advanced) | **Interests:** photography, yoga, basketball, geopolitics, podcasts, travel