

Contact

(418) 609-3222 (Mobile)
michelkl@outlook.com

www.linkedin.com/in/
michelkingmalord (LinkedIn)

Top Skills

Customer Service
Microsoft Office
Public Speaking

Languages

French (Native or Bilingual)
German (Elementary)
English (Native or Bilingual)

Michel Kingma-Lord

Entrepreneur - International Growth
Capitale-Nationale

Experience

Lock Heart Pins Studio

VP finance et admin

January 2017 - Present (5 years 1 month)

Québec, Canada

Primus International

Corporate Support Manager

June 2016 - Present (5 years 8 months)

International Business Development for Canadian companies wishing to expand in Europe

Involves

- Strategic Consulting, including business plan & sales strategy development.
- Market research for potential clients
- Investment strategies and solutions
- R&D strategies (Subsidies)
- Human resources, organisational structure and R&D planning needs

Everest Management

Business Consultant

October 2015 - Present (6 years 4 months)

Business Development mandate for businesses that wish to expand internationally

Involves

- Strategic Consulting, including business plan & sales strategy development.
- Market research for potential clients
- Growth strategies
- R&D strategies
- Human resources, organisational structure and R&D planning needs

Qidigo

5 years 10 months

Vice President - Finance and Administration

January 2018 - December 2020 (3 years)

Quebec, Canada

- Finance and Budget Management
- Human Ressources planning and management

Co-Founder - Marketing Director

March 2015 - December 2017 (2 years 10 months)

- Create customer/client relationships
- Market research and creating marketing strategies
- Promote our web-based interface to Community organisations, non-profit organisations and businesses.

APEC - Asia-Pacific Economic Cooperation

Junior Team Canada Ambassador at the APEC CEO Summit

August 2017 - December 2017 (5 months)

Danang, Vietnam

- Selected in a team of four ambassadors to represent the Global Vision Canadian youth delegation at the APEC CEO Summit (November, 2017)
- Research investment leads for foreign direct investment into Canada
- Organize meetings with senior executives and CEOs in order to pitch InvestmentCanada

Solaerian

President - Project Manager

January 2016 - April 2017 (1 year 4 months)

- Developing Solar technologies in order to create solar-powered drones

Protection Valkyrie

President / CEO / Founder

January 2015 - 2016 (1 year)

Quebec, Canada

Service de soutien aux services de pompiers par l'usage de drones

Global Vision

Junior Team Canada - Ambassador

May 2015 - September 2015 (5 months)

Trade Mission to China; Chongqin, Chengdu and Guanghai 2015

Key sectors of interest: Natural resources, Environmental and Industrial technologies, Heavy Industries, Agriculture and Education.

The Junior Team Canada program provides real world experience by taking youth on economic or development missions into foreign markets. Youth Ambassadors meet with industry, government, community and youth leaders

to explore pertinent global issues as well as business opportunities on behalf of their sponsors.

After the mission, JTC Ambassadors produce market reports that are then presented to their sponsors. These reports are extremely useful for Canadian companies and organizations in order to identify opportunities, potential revenue streams and clients in foreign markets.

Every year, hundreds of young Canadians compete in order to qualify for a place on the Junior Team Canada Mission.

NumDVD MKL

Owner And Founder

November 2013 - May 2015 (1 year 7 months)

Mobile

Small business offering the service of numerizing VHS cassettes into DVDs for half the cost of the conventionnal approach.

It includes:

- approaching clients
- estimating cost and benefits
- creating an honest quality product for the customers
- managing a budget and regular paperwork creation (receipts, inventories, customers)

Fonds Alpha

Financial Analyst

September 2014 - March 2015 (7 months)

Quebec, Canada

Research businesses who could generate positive revenue streams for short to mid-term investments.

Diffumag

Delivery Driver

February 2014 - October 2014 (9 months)

Quebec, Quebec

Deliver magazines and newspapers in a specific delivery route.

National Model United Nations -/- Association pour la Simulation des Nations Unies de l'UL

President & Treasurer - Head delegate at the National Model United Nations

July 2012 - April 2013 (10 months)

Quebec, Canada (preparation) and New York (where the Simulation took place)

President requirements:

Logistics;

- Interviewing a bloc of 126 candidates in order to choose 27 delegates that are going to represent South Africa at the National Model United Nations in New York from march 24th to the 28th 2013

Educational;

- Educate the delegates on the functions and workings of the United Nations (Procedures, negotiation exercises and basic diplomatic skills)
- Overseeing the procedures during simulations (being Chair, Assistant Chair or Page)

Team Support

- Give assistance to the executive council in order to prepare diplomatic meetings in the South African and Canadian embassies in New York City
- Support each and every team member whether it be executive committee or the delegates in need

Treasurer :

- Create and manage a 40,000\$ Provisional Budget in order to meet financial deadlines
- Create Fundraising events in order to acquire the sums needed for the simulation
- Manage Inventory and sales of products (plants and others)
- Make the necessary arrangements for Transportation and Lodging (Hotels, Buses, etc.)

For additional information : <http://www.asnuul.asso.ulaval.ca/>

Education

Université Laval

Microprogram, Development of Entrepreneurial Skills · (2014 - 2015)

Université Laval

General B.A with certificats in:, Psychology, Industrial Relations, Business Management · (2011 - 2015)

