



Dear Sir / Madame,

I am a highly accomplished, multi-talented and fluently bilingual (*French & English*), Strategic Sales & Business Development Executive residing in Montreal, Canada with extensive experience in the Aerospace, Automotive, Hi-Tech Industrial, Component and Engineered Manufacturing markets and this ranging from Raw Materials & Services to world class industry leading Capital Equipment Sales & Software.

A dynamic, entrepreneurial and highly professional individual with profit and loss hands on business administration experience with a sales & account management career consistently exceeding objectives. I am considered as insightful, articulate, determined and possessing a highly polished boardroom presence.

An extremely sharp negotiator with a personality and character that develops & maintains long-term relationships with ease. Proficient at engaging the client and tendering compelling ROI presentations at all levels of management through to C-Level executives. Methodical, meticulous & tenacious in my business development strategies, I create robust pipelines of opportunities with exceptionally high closing ratios at above average margins that will not merely meet, but consistently exceed business unit as well as corporate objectives.

I submit that I possess all the appropriate skill sets, knowledge base, amassed contacts and extensive tangible career sales experience to make a generous and substantial impact on behalf of your organization on a regional, national and or international level. I propose that I would promptly increase your corporate & product visibility, negotiate contractual agreements with unsurpassed profitability while augmenting revenues by means of both strategic sales and vigilant expense-cost management.

I would like to thank you in advance for your consideration and certainly look forward to conferring with you and your colleagues in the very near future to discuss how my candidacy may be of value to your organization.

Respectfully,

Marcel Corbeil

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Marcel Corbeil

STRATEGIC SALES & BUSINESS DEVELOPMENT PROFESSIONAL

RESUME P1

PROFILE (Abridged from Cover Page)

I am an accomplished, multi-talented and fluently bilingual Strategic Business Developer & Sales Management Executive residing in Montreal, Canada. A dynamic, entrepreneurial and highly professional individual with a sales & account management career consistently exceeding objectives. An extremely sharp negotiator with a personality and character that develops & maintains long-term relationships with ease, I am considered as insightful, determined, articulate & possessing a polished boardroom presence.

PROFESSIONAL EXPERTISE

- Senior Executive Sales & Territory Management
- Tactical Business & Product Development
- Sales & Distribution Channel Develop & Mgmt.
- International Corporate & Product Visibility
- Contractual Negotiations & Sales Closing
- Div. Sales, Business Unit & P&L Admin.

CORE COMPETENCIES & SKILL SETS

- 25+ years of extensive sales, business development as well as territory & account management experience
- 15 years of tangible P&L, national business administration experience
- A self-motivated entrepreneurial over achiever who is results driven with a tenacity to consistently excel
- Creating & maintaining an abundant pipeline of new business activity
- Outstanding at creating business case studies and ROI presentations for capital investment sales
- Exceeding monthly, quarterly & annual objectives, a consistent closer!
- Managed sales portfolios & procurement programs in excess of 42 million per year
- National & International sales expertise as well as global distribution channel development with VAR's
- Strong bilingual communication, presentation and relationship building skills (French & English)
- Managed & supervised staffs of up to 30 employees
- Commanding a formidable boardroom presence at all levels, from shop floor to CEO
- Representing either products and or services with the utmost level of professionalism, diligence & integrity

KNOWLEDGE BASE

- B2B Sales, Products & Services
- A to C Level / Fortune 500-1000
- Commercial & Industrial Sales
- Consumer Electronics Mfg. & Sales
- Local, National & Intl. Distribution
- Government & Municipal BD
- OEM, Tier 1-2 Supply Chain Mgmt.

INDUSTRY SECTORS

- Aerospace, Military & Defense
- 3D Design & Engineering
- Food, Beverage & Pharmaceutical Mfg.
- Automotive & Heavy Equipment Mfg.
- Transport & Recreational Vehicles
- Electronics Manufacturing
- Automation & Lean Manufacturing
- High-Tech Alloys & Eng. Polymers
- Metrology, Applied & Industrial
- Rev. Eng., Inspection & Final Assembly
- Machining, Aero & High Precision
- OEM & MRO Supply
- Turbine, Power & Propulsion
- Software, Eng., ERP, Process Control

EDUCATION

- Pierrefonds Comprehensive HS 1983
- McGill University Sales & Marketing (COURSEWORK) 1987 - 1988

PROFESSIONAL AFFILIATIONS

- Sales & Management Association
- Sales & Best Practices Association
- Aerospace & Defence Subcontractors
- Marketing, PR Innovators

CAREER EXPERIENCE

- XACT Business Development Corporation** (MY SALES & BUSINESS DEVELOPMENT CONTRACTING COMPANY) 10/2008-06/2022
Founder, Director of Sales & Business Development
For over a decade XACT and I have been contracted & worked for some of the leading companies in the Aerospace, Automotive, High-Tech Component Manufacturing as well as the Consumer Electronics sectors. Working with start-ups and or new product lines I have achieved unprecedented levels of penetration in newly developed territories & distribution channels on a local, national and international level
- SPG Data 3D** (CONTRACT EMPLOYMENT) (START UP COMPANY) 04/2006-05/2008
Director of International Sales & Business Development
Ultra-high precision measuring equipment & software for Aerospace, OEM's & Tier 1-2 supply chains Secured highly profitable sales, 1.2 mil in RFQ's & 7.5 mil pipeline (during a recession period)
- Leica Geosystems** (CONTRACT EMPLOYMENT - USA) 10/2003-03/2006
Director of Canadian Sales & Business Development
Laser-based metrology equipment & software for Aerospace, OEM's & Tier 1-2 supply chains Achieved 1.8 mil in newly created annual sales & 16 mil in RFQ's with major aerospace OEM's
- Sumitomo** (CONTRACT EMPLOYMENT) (GSCM START UP DIVISION) 02/2002-08/2003
Director of GSCM Business Development
Global supply chain management provider for major Aerospace & Canadian manufacturers Generated over 3.2 mil in RFQ's for newly created Global SCM division
- WBF Technologies** (FIXED TERM CONTRACT) 07/2000-11/2002
Major Accounts Manager
Tier 1 manufacturing, assembly, sequencing & JIT for Automotive & major OEM's Developed and managed a 42-million-dollar sales portfolio in the automotive OEM sector
- PYC Industries – Execustart Canada** 02/1993-06/2000
Co-Owner, Director of Sales
Electronic component manufacturing for OEM's, retailers & national distribution VAR's From start up to 83 accounts and 7.5 mil in annual sales while developing 3 innovative product lines
- Nessa Corporation & *Mechtl Kraussler Ltd.** 08/1985-12/1992
Account Executive to Director of Sales to *General Manager
Hi-Tech Aluminum alloys & engineered polymers for Aerospace, OEM's, tier 1 & 2 supply chains Developed & managed 128 regional accounts, 2.6 mil in annual sales with unsurpassed industry gross margins

SUPPLEMENTAL INFORMATION

- Seamlessly fluent in French & English
- Availability to travel extensively
- A well maintained drivers record
- Excellent References

PERSONAL INTERESTS

- Jogging, Circuit Training, Boating, Skiing, Motorcycling
- Multi-Cultural Gourmet Cooking, Music & Entertaining