

Trevor is an owner and a Partner of Elevate Consulting. With more than 20 years of executive level sales and consulting expertise, Trevor has held roles that include Director of Canadian Sales for a multinational IT service provider to COO of a BC-born technology company. Prior to working at Elevate Trevor worked for HP Enterprise Services in a variety of roles that required strategic thought leadership, business development, deal analysis, negotiations, stakeholder management, risk/reward assessment and various tactical engagements. Known as an accomplished business leader, strategic planner, large procurement specialist and pursuit leader, Trevor understands the environment and structure required for successful public / private partnerships. Trevor's candid, direct, yet collaborative approach to crafting successful business focuses on creating win – win solutions for all stakeholders.

Trevor's expertise centres on organizational transformation, planning, communications, governance, employee engagement, business strategy development, procurement response development, contract development and subsequent negotiations. His experience both at HP and MYRA Systems includes: leading and supporting organizational transformation and redesign efforts, skills evaluation and subsequent training, managing and conducting personnel reviews, developmental coaching and mentoring, creating and refining marketing, sales and business development processes, developing reporting structures and programs, initiation of new business programs, communications development and planning, and implementation and refinement of various governance models.

PROCUREMENT AND NEGOTIATIONS

Trevor has over 20 years' experience working with the British Columbia government on individual procurements and procurement approaches. Additionally, Trevor has worked with numerous other governments on procurement approaches including the Federal government, governments of Alberta, Manitoba and Saskatchewan. Trevor throughout his career has been involved in various aspects of procurement processes and the subsequent negotiations including: writing materials, developing responses and negotiating tactics and strategies, mentoring negotiating and account teams, approval and oversight of contracts, risk mitigation, addressing and managing approvals processes, executive oversight and project sponsorship, development of negotiation mandates, and managing the internal governance of negotiations.

ORGANIZATIONAL TRANSFORMATION

Trevor has extensive experience in transforming organizations business functions as both COO of MYRA Systems and as a Sales Director at HP. Trevor's has led and managed transformations of business processes and functions, and teams. Functional areas that were transformed included IT service delivery and IT sales structures. Trevor has driven transformation initiatives that ranged in scope from being local to national.

GOVERNANCE

Trevor has assisted in the development and review of governance structures and models for Alternate Service Delivery initiatives for BC government and BC public sector crown entities. A major focus of his governance experience revolves around public/private partnerships, including performance management, dispute resolution, and market development. Trevor, based his BC Public Sector experience, mentored negotiating, sales and account teams coast to coast with regards to governance issues and helped set strategy for governance discussions.

EVALUATION AND REVIEW

Trevor has led or been involved in numerous evaluations and reviews of all types including business evaluations, operational reviews, procurement reviews, and quality assurance reviews. Trevor, led the review and analysis of HPES' business opportunities in Quebec, which led to the refocusing of resources. Trevor also led annual reviews of all Canadian HPES Accounts, and provided input into specific market opportunities related to HP's Canadian investment strategies.

EDUCATION AND PROFESSIONAL CERTIFICATION

- Trevor has his BA in International Relations from the University of British Columbia (1991)
- Spartans – White Belt, Course Trainer
- STEP (Sales Training Excellence Program) November, 2013
- Sales Management Boot Camp, May, 2013
- Deal Excellence Workshop, December, 2012
- Sales Development Program, March 2008
- Presentation Skills Excellence, Sauder School of Business, 2000
- Business Case Development, Sauder School of Business, 1998
- Sales Executive Training, Power Marketing, 1997