

**Rob** is a Senior Executive at Elevate, with over 20+ years experience working with public, private and non-profit organizations. He has always believed in team collaboration, providing positive support to others and that proactive involvement leads to the success of individuals, clients and projects.

Rob's core strengths lie in his leadership, consultation, stakeholder relations and influence management skills. In essence, he achieves results through a strong commitment and belief to relationship-building and ability to develop, lead and/or collaboratively participate in a team, accentuated by his proven competencies. Providing Management consulting services since 1996, Rob has gained experience in business & policy development, government relations, project management, strategic planning, business processes, marketing, communications, systems and change management. Most of his work has been conducted in an intense environment, where key responsibilities have been to assist clients in ensuring high priority business initiatives are aligned with the strategic goals of government or their respective organizations.

## **GOVERNMENT RELATIONS, COMMUNICATIONS AND ISSUES MANAGEMENT**

Rob has provided integrated government relations, strategic communications and issues management consulting services enabling clients to successfully navigate complex project, policy and business environments. He has helped private, public and non-profit organizations in British Columbia address issues, manage risk and develop communications and key messaging to enhance an organizations reputation, value and find common ground with stakeholders.

He has engaged with clients to find ways to work collaboratively to find solutions to problems, manage potential fallout, or consult for the betterment of relationships. Rob understands that successful delivery in today's landscape depends largely on the level of stakeholder engagement, clear communications, trust and the ability to address issues and needs of all stakeholders.

## **BUSINESS DEVELOPMENT**

As a Business Development Executive, Rob works with Elevate's staff to search for new and potential clients, develops new business relationships and helps in maintaining the relationship with existing clients. He has been responsible for defining and facilitating core business development activities within selected sectors and has generated and implemented strategies for development.

Strategic planning for future development is a key element of Rob's business development skill set, as ensuring and developing an organization's pipeline for new business is integral to growth. This requires Rob to have a thorough and extensive knowledge of the marketplace and of an organization's competitors. Regardless of discipline and sector, Rob focuses on reviewing emerging markets, building fresh market ideas, identifying new prospective business hubs, and evaluating business opportunities for new ventures. This leads to Rob maximizing the organizations profitability, exposure and value proposition, while at the same time fostering relationships with potential players and key decision-makers.

## **STAKEHOLDER ENGAGEMENT**

Rob is an experienced consulting professional with demonstrated success in building client relationships, establishing project strategy and deliverables; developing and delivering solutions; managing project resources and delivery teams. His skills include all aspects of engagement management including stakeholder engagement, business development, strategic planning and project delivery. He has been responsible for building and maintaining relationships with key stakeholders, ensuring they are recognised as partners in the development and delivery of an organization's goals and objectives. Rob possesses highly effective communication skills and an excellent ability to gain commitment and cooperation from all stakeholders to "buy in" to new ideas. Rob believes that successful stakeholder engagement is the meaningful and purposeful involvement in the process of decision-making by individuals, groups or organizations who have a vested interest in the decision and/or the outcomes. Rob understands the need for collaboration and provides the opportunity for people to have a say on issues that matter to them in his engagements.

## **PROJECT MANAGEMENT OFFICE**

Rob has assumed a number of PMO Senior Leadership roles within numerous provincial government Ministry projects and initiatives. He has been responsible for overall project management functions, providing leadership, coordination, and management of project resources and activities. Rob has also been involved in creating and maintaining uniform approaches to project management, and served as a change agent for continuous improvement through improved/enhanced processes and methodologies.

## **POLICY DEVELOPMENT**

Rob has worked with public, private and non-profit organizations in providing impartial advice to clients regarding the development, implementation and evaluation of policy. In fulfilling this function, Rob has engaged in a wide range of activities, including research and analysis, policy development, stakeholder engagement, legislative and regulatory drafting, program design, and program evaluation. He has worked in complex evolving policy environments with the provincial government, consisting of diverse and multiple stakeholders with different mandates, agenda, plans and priorities. The issues Rob has tackled have been multidisciplinary and cut across jurisdictions and sectors and his policy development work has required sound understanding of all these factors and their relationships.

## **EDUCATION AND PROFESSIONAL DEVELOPMENT**

- Bachelor of Arts: Urban and Economic Geography from the University of Victoria
- Currently working on his Diploma in Public Sector Management from the University of Victoria
- Community Leadership Development Program, Leadership Victoria