

Derek Wilson

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PROFESSIONAL SUMMARY

Results-driven businessperson with multi-faceted industrial experience. Strong general management qualifications in strategic planning, inventory management, project management/development, warehousing, distribution, budgeting/finance, logistical challenges and capital improvement. Microsoft word, excel and outlook email skills as well as experience with a variety of point of sale systems, including inventory management during upgrades and implementations. Strong familiarity with ISO 9001 quality assurance standards gained through the management of ISO implementation and renewal audits.

CAREER EXPERIENCE

NORTERRA INC. Subsidiary DBA NORTHERN INDUSTRIAL SALES *President*

2007-2010

Following a merger/acquisition managed this industrial sales subsidiary of a Canadian management and holding company, owned equally by the Inuvialuit Development Corporation (IDC) and Nunasi Corporation (Nunasi). This included 12 industrial sales stores, 4 previously owned by myself as well as 8 industrial sales stores (previously Northern Metallic Sales, private owner) throughout the Yukon and Northwest Territories. During a major economic downturn affecting many large customers in the forest industry, strategically managed this merger including:

- Manage over 100 employees including 12 branch managers, 3 sales managers (regional) and a financial controller;
- Integration of Point of Sale computer system across all locations, this allowed branches to see inventory at other locations, increased purchasing standardization and efficiencies;
- Integration of head office location, moved A/P, A/R, Payroll processing and financial reporting to one head office location;
- Inventory analysis of each location, reduction of low turnover inventory, negotiated and oversaw major inventory returns to suppliers, reduction of dead stock;
- Final decision-maker for all corporate procedures;
- Provided direction to 12 branch managers, financial controller and outside sales managers utilizing background expertise with mining, forestry, oil & gas, public sector and small customer's requirements to increase and diversify revenues.
- Grew the company from a group of independent entities to a corporate industrial supply force in western Canada.

INDEPENDENT INDUSTRIAL SALES (IIS)/NORTHERN METALIC SALES (NMS) 2001-2007 IIS – 3 branch locations (50% owner), NMS – 1 branch location (100% owner) *President, Managing Partner*

As an owner of Northern Metallic Sales in Chetwynd since 1981, in 2001 undertook an opportunity to expand to Prince George by purchasing a 50% share in Independent Industrial Supply with two branches in Prince George and Quesnel and four working partners. In 2004 Independent Industrial Supply purchased 100% of Independent Industrial Terrace, bringing the

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total number of industrial stores under my management to four with combined sales of over \$14 mil.

- Standardized operations and procedures across four branches;
- Implemented ISO 9001 quality assurance certification across all locations;
- Maintained and developed excellent business relationships with major customers and suppliers;
- Oversaw pricing strategy and management of major MRO contracts;
- Terrace: took over a marginally profitable company and after one year turned the operations around by restructuring the branch and implementing procedures to ensure margins;
- Grew the company from \$.75 mil to \$2.5 mil by overseeing customer service, inventory management, purchasing, large contracts/RFP's and overall operations.

NORTHERN METALIC SALES – CHETWYND Owner/Operator/Manager

1981 – 2001

Following my experience as a purchaser for Northern Metallic Sales in Dawson Creek, took the opportunity to become a 50% owner of Northern Metallic Sales in Chetwynd in 1981. In 1987, became controlling interest through share purchase and in 1993 became 100% owner. Managed industrial sales company through strong and tough economic times. Grew the company from \$.5 mil in sales and 3 employees to \$3.5 mil in sales and 10 employees.

EDUCATION/COMMUNITY INVOLVEMENT

Certificate of Business Administration Grande Prairie College – 1979

Director Chetwynd Oldtimers Hockey Club 1994-2000

- President of the club 1996-1997

Rotary club of Chetwynd 1995-2000

- VP of the club 1998
- Rotarian of the year 1999

Director and one of the originators Moberly Lake Golf Club 1985-2000

- Treasurer of the golf club 1992-1993
- President of the golf club 1994-1996

One of 10 members across Canada of the Distributor advisory council of Aeroquip Canada fluid products 1995-1996

Director PGOHA (Prince George Old Timers Hockey Association) 2007-2009

Contributing member to local Chamber of Commerce in both Chetwynd and Prince George throughout business career.

References available upon request.