

PROFESSIONAL SUMMARY

Dynamic Senior B2B Sales Leader and AI Systems Architect with over 20 years of success across enterprise business development, technology integration, and business ownership. Proven track record of expanding multi-million dollar sales territories, founding a 12-year enterprise, and deploying cutting-edge Agentic AI workflows, algorithmic modeling, and automated Python data architectures to drive high-impact growth.

WORK EXPERIENCE

Founder & Principal Systems Architect2022 – Present

DVTAI Labs

- Lead the end-to-end architecture of quantitative analytics models, cloud execution infrastructure, and automated risk management engines.
- Deploy autonomous Agentic AI tools and LLM workflows to accelerate Python data pipeline development, quantitative research, and system automation.
- Design algorithmic modeling frameworks and vectorized backtesting logic in Python to evaluate complex data distributions and operational risks.
- Develop custom web performance dashboards and automated reconciliation systems to track execution metrics and system health in real time.

Founder & Managing Director2012 – 2024

The Brotherhood of Style

- Founded, scaled, and operated a premier custom luxury menswear & styling consultancy, driving 12 consecutive years of growth and profitability.
- Pioneered the integration of 3D AI body scanning technology into client consultations, streamlining operations and delivering high-precision customization.
- Engineered end-to-end business architecture: inbound digital marketing funnels, outbound B2B enterprise client programs, automated CRM workflows, and team management.
- Bootstrapped initial brand expansion via a successful crowdfunding campaign, cultivating a high-retention, loyal client base across Western Canada.

Territory & B2B Sales Manager (Career Progression)2004 – 2015

Bell Canada

- Managed high-performing national retail partner territories across British Columbia, consistently exceeding revenue targets across Consumer, Small Business, and Medium Business sectors.
- Led and coached a team of 6 Regional Account Representatives and supported over 100 corporate retail partners in high-stakes B2B environments.
- Executed targeted marketing campaigns, budget allocations, and sales funnel optimizations that significantly increased retailer profitability.
- Rapidly promoted through 3 distinct roles: Regional Account Representative → B2B Sales Manager → Territory Sales Manager.

CORE COMPETENCIES

AI & ADVANCED SYSTEMS

- Agentic AI & LLM Systems
- Algorithmic Modeling
- Automated Data Pipelines & ETL
- AI-Driven Python Analytics
- GCP Cloud Infrastructure

SALES & BUSINESS DEV

- B2B Business Development
- Enterprise Account Mgmt
- Sales Strategy & Funnels
- Strategic Partnerships

LEADERSHIP & STRATEGY

- Business Operations
- Solution Architecture
- Team Leadership

AWARDS & HONORS

- President's Club Award**
Top sales region in British Columbia (Costa Rica recognition).
- President's Club Award**
Top sales region in Western Canada (St. Maarten recognition).

EDUCATION

Sauder School of Business
Marketing & Sales Management
University of British Columbia