



MBA, CET, PLD, PMP

## ABOUT ME

Strategic, innovative, and forward-thinking leader. Operations core, business dynamic.

20 years of experience in the Construction, Service and Manufacturing industries, with 15+ years in an Operations Management / Senior Leadership / Executive role.

P&L ownership experience of up to \$120M annually, 1500 employees, multiple locations.

500+ annual volunteer Hours.

## EXPERTISE

- Business Operations
- Strategy
- Financial Management
- Revenue Growth
- Team Leadership
- Organizational Efficiencies
- Acquisition Integrations
- P&L Analysis

## SKILLS

Change Management

Public Speaking

Team Development

Negotiating

Financial Analysis

Risk Assessment

# BRAD NAETH, MBA, CET, PMP, PLD

## Operations Executive

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## EXPERIENCE

### SABRE Ltd.

Dec 2024 to Feb 2025

### SABRE Ltd.

~100 staff

### **VICE PRESIDENT, Integration**

(\$60M Annually)

- Increased YOY contracted backlog from \$22M to \$45M
- ↑ FY2025 Revenue at \$45M to forecast of \$80M FY2026
- Grew design capacity by 300%, transitioned from 2D to 3D design
- Completed a full divisional re-org, streamlining overall operations.
- Increased shop capacity by over 300%, resources and space.

### **DIRECTOR, Electrical Integration**

(\$45M Annually)

- Increased MOM backlog by \$10M.
- Grew the team from 14 to 31, implemented formal Org Design.
- Developed and implemented full forecasting model. Rev & P&L.
- Developed and implemented full cycle Employee Development Plan.
- Increased YOY Revenue trajectory from \$29M to \$47M.
- Re-designed and implemented Attraction / Retention plan.

April 2024 to Dec 2024

### SABRE Ltd.

~30 staff

### FLINT CORP. - 2005 TO 2024

(Current and Previous Entities)

Oct 2019 to Dec 2023

### ClearStream / Flint Corp.

~250 staff

### **VICE PRESIDENT, Wear Technologies & Environmental**

(\$75M Annually)

- Added 3 new service lines.
- Implemented a formal R&D program & redesigned core product.
- Grew the Enviro team from 75 to over 100 staff.
- Increased revenues by 25% from 2019 low.
- Maintained an overall EBIDTA of 20%+.

June 2019 to Oct 2019

### ClearStream

~50 staff

### **DIRECTOR, Integrations**

- Led an integration team (50 staff) to successfully integrate 2 operating assets through acquisitions.
- Combined 18 locations, 3350 employees, 300 + contracts, 28 + service offerings, 590 pieces of equipment.
- No payroll issues, 100% clients retained, cash flow normalized within 3 months.

Jan 2018 to June 2019

### AECOM

~1500 staff

### **GENERAL MANAGER – Production Services**

(\$120M Annually)

- As part of the “Management Team”, supported the positioning and successful sale of the AECOM Production Services business.
- Streamlined operations, business process, and standardized service delivery.
- Consolidated locations and increased profitability + 15%.

## EDUCATION

May 2023

**MERGERS & ACQUISITIONS – Columbia Business School**

Sept 2018 to March 2020

**GLOBAL EXECUTIVE MBA – Rotman Business School – U of T**

June 2012 to Nov 2013

**PROGRAM FOR LEADERSHIP DEVELOPMENT – Harvard Business School**

Feb 2014

**PROJECT MANAGEMENT PROFESSIONAL – PMI**

May 2011

**GRADUATE CERT. – PROJECT MANAGEMENT – University of Alberta**

Sept 2003 to 2005

**MECHANICAL ENGINEERING TECHNOLOGY – NAIT**