



MBA, CET, PLD, PMP

ABOUT ME

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

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

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

EXPERTISE

- Business Operations
- Strategy
- Financial Management
- Revenue Growth
- Team Leadership
- Organizational Efficiencies
- Acquisition Integrations
- Business Development

SKILLS

Change Management

Public Speaking

Team Development

Negotiating

Financial Analysis

Risk Assessment

BRAD NAETH, MBA, CET, PMP, PLD

Operations Executive

• 780-808-9914

✉ bradnaeth@outlook.com

📍 Calgary Ab, T3Z 1H8

EXPERIENCE

VICE PRESIDENT

- Completed Full Business Analysis and 1st Business Operations Plan.
- Design of Organizational Architecture and Process.
- Developed & Implemented Full Cycle Marketing Plan.
- Sourced, Solicited and Secured Key Industry Partnerships.
- Increased Opportunity Pipeline by 300%.
- Designed and Implemented 5 Year Strategic Growth Plan.

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.

FLINT CORP. - 2005 TO 2024

(Current and Previous Entities)

Oct 2019 to Dec 2023

ClearStream / Flint Corp.

~250 Staff

June 2019 to Oct 2019

ClearStream

~50 Staff

VICE PRESIDENT, Wear Technologies & Environmental

(\$75M Annually)

- Added 3 new service lines.
- Implemented a formal R&D program & redesigned core product.
- Grew the Environmental team from 75 to over 100 staff.
- Increased revenues by 25%.
- Maintained an overall EBIDTA of 20%+.
- Secured 6 Major Contracts, \$5M < \$20M

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.

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 June 2005

MECHANICAL ENGINEERING TECHNOLOGY – NAIT