

2018 Camp Enterprise: Meet the Pros

Dan Granic

Director of Sales – West Ontario , UPS Canada

Dan is responsible for the sales management of 4 sales divisions at UPS Canada's Middle Market West Ontario.

Dan joined UPS in 2001 as an account executive in Mississauga. He's since taken on many leadership roles in major accounts, sales training, international team leads, enterprise accounts implementation and support and middle market area sales manager for the York Division. Dan was recognized for World of Champions and Top Area Sales Manager in Canada for 2014 and 2015.

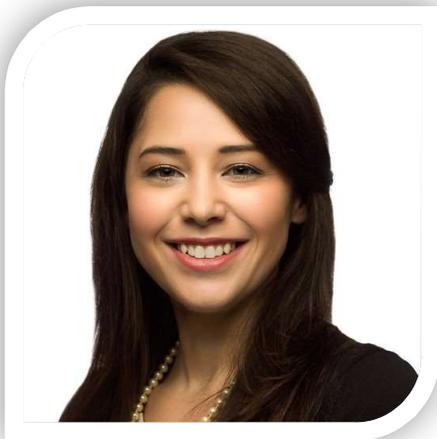
In his most recent role as enterprise accounts manager for health care, retail and high tech, Dan was recognized as a 2016 World of Champions fourth quarter recipient. He is also active in his local community serving as a board member for various local organizations including the United Way.

Dan has a bachelor of science degree from Bluefield College in Virginia with honours in business administration.



Megan Hood

Associate Advisor – WSC Financial Solutions



Megan's career history has taken her through several industries – agricultural, janitorial, and aesthetics – until she joined WSC Financial Solutions in 2014 as a fresh graduate from Sheridan College. Now she works as part of a team providing insurance and wealth management solutions and supervising over \$120mm in client investments as an Associate Advisor and Certified Financial Planner.

Currently, she is responsible for meeting with clients to create customized financial plans that offer strategies and solutions to help them manage, protect, and grow their wealth while achieving specific financial goals. A priority for Megan is focusing in providing exceptional service, advice, and coaching to new and existing clients.

Michael Ingram

Manager of Information Systems and Technologies, Montgomery Sisam Architects Inc.

Mike joined Montgomery Sisam in 2014 from LOFT Community Services as Information and Technology Manager.

With over 15 years' experience in the field, Mike has extensive experience in end user support, network management, server management, IT Planning and IT Purchasing.

Today, Mike manages day-to-day technology operations for the firm; covering everything from changes/upgrades to its information systems, managing system security, disaster recovery planning and, IT forecasting and future planning.

Mike offsets his work in IT with an active life in the arts, as both a recreational musician and professional painter.



Ryan Reid

Executive Vice President of Resource Recovery, Terrapure Environmental

Currently Employed by Terrapure Environmental as the Executive Vice President of Resource Recovery. Reporting to the President and CEO is responsible for the day-to-day operation of three operating Divisions.

Over 15 years in the Canadian Renewables and Environmental Industry, 7 plus years in an Executive capacity.

Multi-functional management experience including manufacturing, sales, marketing, EH&S, commodity pricing, capital planning and execution, process improvement, logistics, mergers and acquisitions.

Graduated from the University of Guelph in 2001 with a Bachelor of Commerce degree and has participated in Executive development programs at the University of Western Ontario's Ivey School of Business and Harvard Business School.



Greg Walker

Consultant, Digital Health Solutions, Sun Life Financial



Greg joined Sun Life Financial in 2016 following the completion of his Bachelor of Business Administration (BBA) degree at Wilfrid Laurier University. Within Sun Life, Greg will spend the first three years of his employment rotating through different business units as part of their Rotational Leadership Development Program (RLDP).

Currently, Greg focuses on building Sun Life's external partnerships with companies offering digital and innovative healthcare solutions. Prior to this role, he spent a year designing and building sales strategy tools for Sun Life's Individual Insurance and Wealth business.

Throughout university, Greg was involved with various clubs and as an international representative of Laurier teaching business leadership to students across China. Greg is a proud alumni of Camp Enterprise who attended the camp back in 2011.

Terri Whiffin

Regional Business Development Manager, BDO

Terri's varied career has taken her from DND in Ottawa, to environment testing, to marketing for accounting firms.

Prior to her current role Terri worked in marketing as a Manager with KPMG and Canviro Analytical Laboratories Ltd. (now ALS). With her education Chemistry Terri started her career as a Chemist for the Department of National Defence.

Currently Terri provides regional marketing support for an accounting firm, working with all levels of management to build the BDO brand and develop opportunities for BDO professionals to serve clients. Through social media, tradeshows, webinars and proposals, BDO helps professionals grow business and offers "*Exceptional Client Service.*"

Education: Honours Bachelor of Science (Chemistry Co-op), 1982. Diploma in Business Administration, Wilfrid Laurier University, 1992.

You can follow Terri on twitter: @terri_whiffin or join me on LinkedIn (reach out if you're interested in accounting and advisory services!)



Brian Whiffin

Vice President – Jacobs Engineering



Brian Whiffin works with Jacobs Engineering (previously CH2M). He is a licenced Professional Engineer in Ontario and holds a Project Management Professional (PMP) certification.

He has filled a number of roles including project and program management, senior technical consultant, and regulatory agency liaison. His work has encompassed a variety of hazard evaluation and liability management projects for chemical, biological, radioactive, and explosive risk. This has included characterization and reduction of risk/liability from environmental, waste and munitions.