

# Glen Mund

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## Objective

- To obtain a Sage 300 ERP short term project based consulting position with an organization looking to implement a new ERP system or improve an existing ERP system.

## Education

**CHARTERED PROFESSIONAL ACCOUNTANT, CGA | APRIL 1994 | CGA OF BC**

**BACHELOR OF BUSINESS ADMINISTRATION | APRIL 1988 | SIMON FRASER UNIVERSITY**

- Major: Business Administration
- Area of Concentration: Accounting

## Skills & Abilities

### CONSULTING

- Sage 300 C Certified Consultant.
- Performed over 250 Sage 300 implementations
- Software Selection, RFP preparation, Requirements Analysis, System Design, System Configuration, Data Migration, User Acceptance Testing, Forms Design, Report Writing, Business Intelligence, Go Live Assistance, Post Implementation Support and Project Management skills.

### MANAGEMENT

- As principal of Plus Computer Solutions, managed 17 staff including ERP consultants, telephone support, sales and administration staff.
- As Vancouver Divisional manager of Plus International Corporation managed team of 10 staff including ERP consultants, sales and administration staff.
- Project Managed over 1000 Sage 300/Intacct implementations.

### SALES

- As a sales person for Plus Computer Solutions, consistently made sales quotas and achieved 1 million dollars in sales or more consistently.
- As Sales Manager at Plus Computer Solutions managed 2 to 3 full time sales staff with sales of greater total sales of approximately 3 million dollars.

### LEADERSHIP

- Minor Hockey Coach for over 20 years
- Former President and Board Member of Ridge Meadows Minor Hockey Association.
- Principal and Owner of Plus Computer Solutions.
- Former Sage 300 Business Advisory Council member

## **Experience**

### **EXECUTIVE ACCOUNT MANAGER | BAASS BUSINESS SOLUTIONS | JANUARY 2017 – APRIL 2018**

- Consistently met sales quotas
- Added 700K new business

### **PRINCIPAL | PLUS COMPUTER SOLUTIONS | APRIL 2003 – DECEMBER 2016**

- Grew staff from 5 to 17
- 200% revenue growth
- Sold the largest user count Sage 300 operational suite in Canada
- Maintenance of the largest user count Sage CRM installation in BC
- Sage Presidents Club Winner
- Winner of numerous vendor and independent awards
- Developed comprehensive KPI for company targets to ensure entire organization was aligned on the company wide goals
- Filled several roles including Sales Person, Implementation Consultant, Project Manager, Support Consultant, Sales Manager, Consulting Manager, and CFO

### **MANAGER | BDO DUNWOODY | APRIL 2002 – APRIL 2003**

- Sold largest Sage 300 project in British Columbia in BDO history

### **IMPLEMENTATION CONSULTANT, VANCOUVER DIVISION MANAGER | PLUS INTERNATIONAL CORPORATION | JUNE 1998 – APRIL 2002**

- Consistently achieved high customer satisfaction ratings
- Consistently achieved billable revenue objectives and incentives
- Managed largest division of Plus International Corporation with consistent revenue growth

## **References Available Upon Request**