



Technology · Leadership · Convergence

Recruiter Profile: Bruce Edmond

Areas of Specialty: Technology Sales and Marketing, Leadership and Executive

Years of Recruiting Experience: 16

Recruiter and advisor to senior tech leaders in technology sales and marketing, with particular understanding of the challenges and opportunities in small to mid sized companies. Skilled in situational understanding, focusing on the core of an issue and offering solutions that solve problems. Builds and maintains relationships with technology leaders, often putting clients in a position to make opportunistic hires that increase revenues and market penetration.

Personal attributes: Direct, lateral-thinker, focused, perceptive, driven, intuitive.

Experience:

Recruiter Corporate Recruiters Ltd., 1993 to current

- Functional expert in recruiting for Tech Sales and Marketing roles at the leadership and executive level
- Full life-cycle account management including business development, client management, hands-on search activity, candidate presentation, negotiation and ongoing follow-up
- Consult with client CEO's to understand company strategy and make recommendations for building market-facing teams
- Employ search strategies that reach candidates in remote geographical locations, giving BC technology companies an opportunity to evaluate and hire the best from a global talent pool
- Collaborate with Corporate Recruiters team to deliver high quality results in the fastest possible time
- Facilitated key hires at Sierra Wireless, Extreme CCTV (now Bosch), ACL, Ostara Technologies, Activestate, Icron, Municipal Software, AERS, Counterpath, FINCAD, Paradigm Environmental, Teraspan Networks, Stockgroup.com.

District Sales Manager Nalco, 1984 to 1993

- Sales and account management of the companies water treatment solutions
- Focus on Canada's biggest industries. In Ontario this was the Steel and Petrochemical sector. In BC it was to the Pulp & paper sector.
- Products were chemical products used within the Industrial process but companies position was in selling value add solutions.

Management Trainee Ceramco New Zealand 1981 to 1983

- Recipient of a Queen Elizabeth II scholarship from Ceramco and upon graduation started working within Ceramco's management trainee program. At the time Ceramco was one of New Zealand's biggest industrial conglomerates.

Education:

B.Sc. University of Auckland, Auckland NZ 1980