

# LEOR GREBLER

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## Skills

- Programming (C++, Perl, html)
- Web & graphics design
- MS Office / other apps
- Presentations to many audiences
- Very organized
- Self-propelled

## Education

**Bachelor of Engineering (Aerospace - Propulsion & Aerodynamics)**  
Carleton University  
2005

### Courses included:

- Aerodynamics
- Biomechanics
- Economics
- Statistics
- Vehicle Performance
- Thermodynamics
- Spacecraft / Aircraft Design
- Computer Integrated Manufacturing
- Control Systems
- Materials

## Experience

	Tasks	Skills	Results
<b>TrueContext Corporation</b> <b>Account Manager</b> 2006 - 2007	<ul style="list-style-type: none"><li>- Developed cold calling program</li><li>- Managed the program</li><li>- Creating reporting system for calculating ROI of cold calls</li><li>- Supervised cold caller</li><li>- Led channel sales of Rogers mFORMS for Rogers Silver Dealers in Toronto</li><li>- Trained clients</li></ul>	<ul style="list-style-type: none"><li>- Cold calling</li><li>- Supervising</li><li>- Reporting</li><li>- Presenting to prospects and partners</li><li>- Developing new sales channels</li><li>- Working remotely</li><li>- Solution selling</li></ul>	<ul style="list-style-type: none"><li>- Over 11,000 cold calls</li><li>- Added \$10,000,000 to sales funnel</li><li>- Introduced new product to 11 Rogers dealers</li></ul>
<b>Impatica Inc.</b> <b>Account Manager</b> 2005 - 2006	<ul style="list-style-type: none"><li>- Oversaw hundreds of clients</li><li>- Developed new leads</li><li>- Reviewed business model</li></ul>	<ul style="list-style-type: none"><li>- Presenting webinars to prospects</li><li>- Setting goals</li><li>- Building teams</li></ul>	<ul style="list-style-type: none"><li>- Exceeded quotas</li><li>- Hundreds of new prospects</li><li>- Thousands of ideas</li></ul>
<b>Level Platforms Inc</b> <b>Sales Support</b> Summer 2004	<ul style="list-style-type: none"><li>- Created affiliate marketing program</li><li>- Initiated contact with prospects</li></ul>	<ul style="list-style-type: none"><li>- Cold calling</li><li>- Web marketing</li><li>- Creating sales programs</li></ul>	<ul style="list-style-type: none"><li>- Signed trade association with billion dollar buying power</li></ul>
<b>Health Canada</b> <b>Project Manager</b> 2001 - 2003	<ul style="list-style-type: none"><li>- Oversaw survey of over 1000 municipalities in Canada</li><li>- Analysed surveys, test results, and economic trends</li></ul>	<ul style="list-style-type: none"><li>- Supervising sub-contractors</li><li>- Seeing a project through from inception to completion</li></ul>	<ul style="list-style-type: none"><li>- Published report "Tobacco Bylaws in Canada: 2001" at a fraction of the cost of previous projects</li></ul>

>> For more, google "Leor Grebler"