




# DENNIS TUBBS


BUSINESS COACH

WWW.JBKSOLUTIONS.CA

 250 864-4744

 jbksolutions@shaw.ca

 3391 Merlot Way, West  
Kelowna, BC V4T2X4

 Zoom # 602 835 3648

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## EDUCATION

### BUSINESS MANAGEMENT

BC Institute of Technology  
1990 - 1994

### 7 HABITS OF HIGHLY EFFECTIVE PEOPLE

Certified Trainer – Franklin  
Covey  
2000 - 2006

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## SKILLS

Customer acquisition and  
retention

Strategic Planning

Profitable Growth Strategies

Staff recruitment and retention

Financial Management

Succession Planning

Personal/Interpersonal  
Leadership skills

Organizational Behavior

Operational process improvement

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## PROFESSIONAL PROFILE

I am a successful Business Coach and Consultant that works with small and medium sized business owners to maximize their results and help to achieve their short and long term objectives. I have worked with clients in a wide range of industries and markets with verifiable results and a high return on investment. I look to continue working with proactive clients who have a genuine desire to improve their business results

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## EXPERIENCE

### BUSINESS COACH

JBK Creative Solutions / Western Canada / 2011 – Present

JBK is a boutique, freelance consulting business that specializes in Business Coaching for businesses in the B2B and B2C service sectors. The business model includes working directly with Business owners to drive improved operating results by identifying and focusing on key profit drivers.

- Serves the BC and Alberta markets
- Delivered an average 112% increase in net profit for clients to date
- Delivered an average of 62% increase in top line growth for clients to date
- Has served >73 clients across Western Canada

### BC MARKET MANAGER

Cintas Canada / British Columbia / 2005 – 2011

Sales leader responsible for building successful sales teams in BC that consistently exceeded new business sales targets. Act as a formal mentor to less experienced Managers in the Pacific Northwest Region.

- Led Sales Team of the Year in Pacific Northwest Region in 2007 and 2008
- Manager of the Year in Pacific Northwest Region in 2006, 2007 and 2008
- 5 Presidents Club awards (top 10%) – 3 Diamond Level awards (top 5%)
- Staff retention >90% with 97% staff job satisfaction
- Official Mentor to 8 less experienced Managers in Pacific Northwest

### OTHER POSITIONS

British Columbia General Manager - UniFirst Canada / 2000 – 2005

Executive Vice President – Environmental Technologies Ltd. / 1997 – 2000

British Columbia General Manager – Crown Packaging / 1992 – 1997

British Columbia Regional Manager – Loomis Courier Service / 1982 - 1992