

P. Glenn Piwowar, P. Eng MBA

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Providing technical and business consulting services to innovative organizations

Education

- Executive MBA, 1999, University of Calgary, AB
- ME, Chemical Engineering, 1987, University of South Florida, Tampa, FL
- BSc, Physics, 1978, University of British Columbia, Vancouver, BC
- various short courses (marketing; satellite, fibre, and wireless Internet engineering; Total Quality; Statistical Process Control; contracts; economic evaluation, etc.)

Key Skills

- Strong analytical skills - I enjoy researching and comparing alternative solutions, continually building on my existing expertise and solving problems; distilling data into practical conclusions; helping get projects “out the door” e.g. getting new services out into the market.
- Strong communication skills - I enjoy presenting technical and business concepts to people; writing and presenting proposals; teaching new procedures to colleagues; promoting innovative products and services.
- Strong team player in supporting focussed entrepreneurial initiatives – skilled in understanding group dynamics and facilitating progress toward common goals.
- Ability to work independently in support of corporate objectives – self-motivated and a quick learner.

Relevant Accomplishments

- As **Volunteer Advisor** (VA) for Canadian Executive Service Organization (CESO), worked with a Yukon First Nation to clarify **roles and processes** within the band office, with a view to developing a training plan for staff. Also, worked with a group of First Nations in Ontario to develop a **training program** relating to operating an Internet service over cable TV infrastructure.
- As **Mentor** with Yukon Entrepreneurship Centre, worked with young female film maker to establish **strategy and intermediate goals**, and identify solutions to hurdles.
- As a **Director** of Yukon Art Society (operating as “Arts Underground”), helped formulate **strategy and identify marketing goals**; as Treasurer implemented Simply Accounting and helped Board members understand financial statements.
- Working with a young entrepreneur to **establish an Internet and office services business in Ghana**; toured several NGO operations in Africa.

- Delivered two lectures (on a volunteer basis) about office automation technology and **e-commerce** to Computer Science students at University of Legon, Ghana.
- **Critiqued** wireless data research presentations and **proposals** at TRILabs during MBA program at U of C.
- Developed and marketed several **innovative multi-media products** - beginning with an educational “web site on a CD” and some support from **Yukon Technology Innovation Centre**. The project successfully demonstrated novel distribution of digital video and HTML web pages across integrated Internet and CD-ROM media.
- Led team that developed winning proposal for a multi-million dollar contract for Information Highway infrastructure reaching a number of satellite as well as terrestrial communities. Design phase included **evaluation of technical alternatives** and resulting business and customer impacts. Project required new way of **collaborating with aboriginal partners** to meet the customer’s political goals as well as the technical ones.
- Developed a **market entry strategy** and wrote business plan for e-business opportunities. **Negotiated partnerships** with suppliers and **pilot projects** with government customers.
- Project engineer for the entry into cable television market (**acquisitions, technical and market evaluations**, technology planning, CRTC hearing).
- Developed market strategies for the **wholesale** telecommunications sector, and for the rapidly changing **northern resource sector**.
- Project Manager responsible for the **successful start-up and profitability** of a Personal Computer maintenance and support service.

Career Experience

- Northwestel, Whitehorse, YT 1988 - 2008
 - Various positions in engineering, business development, planning and marketing in the roles of business strategy, regulatory support, project and product management, telecom solution design, capital planning, costing and economic analysis, presentations to customers, negotiations with suppliers, etc.
- Yukon College, Whitehorse, YT 1988-1991
 - Physics Instructor; Industrial Computer Instructor (automated control systems)
- International Minerals & Chemicals, Mulberry, FL 1984-1987
 - Technical Programmer/Analyst - process control programming & maintenance
- Cyprus Anvil Mining, Faro, YT 1978-1982
 - Engineer-In-Training; Metallurgical Technician; Assayer

References are available upon request