

# Vic Pynn

C-level Growth Executive | Transformational Leader | People Developer | Mentor | Speaker

*“Lead with people and business success will follow”*

Innovative thinking, transformational strategies, operational excellence and bottom-line results — these are required for any business to be great today. But business, all business, really comes down to one key factor: the people behind them.

*“My career purpose is to help businesses succeed, but my lifelong passion is to help people succeed. And perfection is the intersection of the two.”*

As a C-level growth leader for more than two decades, I’ve contributed my experience and expertise to help Fortune 100 companies achieve results across business performance, operational excellence, people development and leadership.

From a business perspective, I’ve helped companies achieve double-digit sales growth, earn positive customer satisfaction, maximize revenue and operating income, move into new markets and advance their marketplace perception. I have put to work my cross-functional management background spanning Operations and Sales to Finance and Human Resources. I’ve facilitated multi-faceted business re-engineering, complex deal facilitation and strategic relationship development. In directing re-engineering and scaling from an operational standpoint, I’ve led companies in their expansion into different service models such as outsourcing and offshoring. And my experience crosses multicultural, multinational business environments and regions including the U.S., Latin America, Europe and India.

*“From startups to long-established players, if a company continues to strategically transform while maximizing its people, products and processes, success will be inevitable and sustainable.”*



When it comes to people, I have always embraced the development of talent and authentic leadership. I've had the privilege and pleasure of partnering with — and learning from — great colleagues and collaborators over the years. Calling on my professional and life experiences, passion for people and honest enthusiasm, my goal is to create an environment that motivates individuals and teams to reach their maximum potential. As a certified StrengthsFinder coach, I've had the opportunity to help people identify, develop and apply their talents and passions on a day-to-day basis to become the best that they can be both personally and professionally.

As an avid speaker, mentor, thought-leader and book author, I freely share the insights I've gained firsthand from business and life. I've presented on business topics including future business outlook and trends, the role and potential impact of technology and innovation, and the evolution of commerce and consumers. And I've authored pieces outlining the critical importance of nurturing talent, how to stay inspired, ways to strengthen business relationships, and the importance of leadership with heart.

I serve as a Board member for organizations including the Global Business Travel Association Foundation, Leukemia & Lymphoma Society, and the POSSE Foundation. I am a Certified General Accountant and Business and Finance graduate of Seneca College in my hometown of Toronto. Some of my favorite things are spending time with family and friends, traveling the world, tackling the tennis court and discovering a new favorite wine.

## **VICTOR PYNN**

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