

HANSEN DOWNER

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SUMMARY

Exceptional leadership experience in small, medium & large high tech B2B management, including:

- \$70 Million P&L Responsibility
- Sales & Marketing
- Global Sales & Support Experience
- Mergers & Acquisitions
- Professional Services
- Customer Service
- Raising Funds
- Finance
- Startup CEO (twice)

President Frontenac Condominium Corporation #20

- * Prior to joining Board, negotiated with Kingston City Council to address FCC #20 garage flooding that had been happening for 7 years
- * Joined FCC#20 Board in June 2021, elected President in June 2022
- * Strong proponent of FCC #20 security survey – start to finish management of Security Camera implementation using new Procurement Policy to address key recommendation from survey
- * Key member of three-person team that created a new documented Procurement Policy

PROFESSIONAL EXPERIENCE

SAVVYDOX **President and CEO** **Ottawa** **2012- 2017**
SavvyDox is an Ottawa based startup with a cloud-based solution providing secure, simplified document distribution and collaboration.

MARCH NETWORKS **Vice President Customer Care** **Kanata** **2009 – 2012**
March Networks is a leading global provider of video surveillance systems.

MXI TECHNOLOGIES **Exec Vice President Sales/Support** **Ottawa** **2007-2009**
Mxi Technologies is a privately held corporation providing a solution for Maintenance & Engineering for customers in the Aerospace market.

JINITECH **President and CEO** **Ottawa** **2006**
Jinitech was a startup with solutions focused on a segment of the Enterprise Network Management market utilizing a patent pending solution linking TCP traffic patterns with application availability.

ENTRUST 1997-2006
Entrust solutions provide a unified approach to managing digital identities and information security across a wide variety of devices, applications, platforms and environments.

Senior VP Global Professional Services & Canada/Japan/China Sales **Ottawa** **2005-2006**

Senior Vice President Global Professional Services & Canadian Sales **Ottawa** **2003-2004**

Vice President Global Professional Services Raleigh, NC **1997-2003**

MEDAPHIS Vice President Customer Service and Telecom Network Design Cary, NC **1995-1997**

NORTEL 1979-1984- London, ON; Calgary; Toronto **1984-1988 Raleigh, NC**
Assistant Vice President Order Management, Research Triangle Park, NC **1993 - 1994**

Assistant Vice President Customer Service Operations **Valhalla, NY** **1988 - 1993**