

BRENDAN ALDERSLEY

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SUMMARY

With over a decade of experience in the finance industry and a proven track record in sales operations, contract management, and business development, my primary focus is on delivering impactful results and innovative solutions for large organizations and companies in specialized markets. I bring strong leadership skills, expertise in financial process improvement, contract negotiations, and compliance management to consistently drive down costs and enhance operational efficiency. I excel in leading cross-functional teams, handling intricate contracts, and delivering exceptional results even in high-pressure scenarios. I have successfully propelled business development through securing vital partnerships and expanding market presence. Proficient in risk management, budgeting, and strategic planning, I strive to contribute to sustainable business growth. My skills also extend to ensuring regulatory compliance and nurturing strong relationships with vendors and clients to elevate overall performance.

EXPERIENCE

ERC Genie, Sales Project Manager

Aug 2023 - Nov 2023

Spearheaded the integration of sales data into the CRM system, ensuring 100% accuracy and real-time updates, improving data reliability and decision-making for leadership teams.

Optimized sales workflows, resulting in a 15% improvement in lead conversion and a 10% reduction in the sales cycle across North America.

Managed cross-functional teams to implement streamlined sales development initiatives, driving a 20% increase in sales productivity and pipeline visibility.

Developed strategic reporting mechanisms that enhanced transparency and alignment with C-level executives, improving stakeholder satisfaction by 30%.

Reduced project delivery timelines by 25% by implementing agile project management methodologies, driving faster sales expansion and improving time-to-market efficiency.

TEKsystems Canada Corp, Senior Manager of Operations Government Services

Oct 2017 - Jul 2023

Directed the execution of multi-million-dollar government contracts, overseeing budgeting, RFP submissions, and contract negotiations, achieving a 95% contract renewal rate.

Managed a team responsible for the operational support of U.S. and Canadian government projects, ensuring compliance with federal regulations and optimizing workflows, leading to a 25% reduction in operational costs.

Enhanced financial reporting and compensation processes, resulting in \$500,000 in cost savings through strategic resource allocation and financial oversight.

Collaborated with senior leadership to drive business growth by expanding services into new government markets, contributing to a 15% increase in annual revenue.

Led contract review and compliance audits, achieving a 100% pass rate on internal and external audits, ensuring full regulatory adherence and contract integrity.

TEKsystems Canada Corp, Senior Contracts Specialist/Analyst

May 2017 - Oct 2017

Analyzed contract terms and conditions for government clients, ensuring 100% compliance with regulations, and contributed to successful contract negotiations valued at \$2 million.

Supported strategic business objectives by developing contract review processes, reducing contract approval timelines by 30% and improving client satisfaction.

Collaborated with sales and legal teams to streamline RFP and contract submission processes, increasing bid win rates by 15%.

Audited contract metadata for accuracy, reducing contract-related errors by 40%, improving overall service level agreement (SLA) compliance.

Delivered regular financial and operational performance reports to senior leadership, enabling data-driven decisions that contributed to a 10% improvement in contract profitability.

Aerotek ULC, Business Operations Supervisor

May 2015 - May 2017

Managed business operations for over \$15 million in receivables across 280 client accounts, maintaining a 98% on-time payment rate and reducing outstanding receivables by 25%.

Supervised a team of junior associates, improving operational efficiency and client response times by 20% through targeted process improvements and training.

Implemented new operational strategies that resulted in a 30% reduction in processing errors and enhanced cross-departmental collaboration.

Oversaw financial reporting and operational compliance, ensuring adherence to corporate policies and achieving a 100% compliance rate during internal audits.

Negotiated contracts with vendors and service providers, securing cost savings of \$100,000 over two years while improving service quality and vendor relationships.

*Aerrotek ULC, **Business Operations Associate***

Apr 2012 - May 2015

Managed customer accounts, handling over 1,400 contractors, ensuring 95% client satisfaction and maintaining a 98% contract fulfillment rate.

Assisted in the preparation of annual budgets and financial forecasts, providing data analysis that helped identify savings opportunities totaling \$250,000.

Provided ongoing operational support, streamlining invoicing processes that improved billing accuracy by 15% and reduced disputes with clients.

Enhanced internal communication processes between business operations and executive teams, improving overall project delivery timelines by 20%.

Supported conflict resolution and collections efforts, reducing aging accounts by 30% and ensuring adherence to customer-specific SLAs.

EDUCATION

Sheridan Institute of Technology And Advanced Learning

*BBA • **Finance** • Apr 2012*

SKILLS

Contract Drafting and Negotiation • Financial Analysis and Reporting • Budgeting and Forecasting • Operational Efficiency
• Risk Management and Mitigation • Vendor and Supplier Management • Regulatory Compliance • Strategic Planning
and Execution • Contract Compliance and Auditing • Cross-Functional Team Leadership