



## Marianne Stewart

is an experienced Business Strategist with 25+ years' finance experience with mid-sized to large companies, and she is known for her exceptional organizational skills, commitment, communication, and for leading change. Her keen insight into key business strategies and process improvement has reduced expenses and increased revenue through building a business model that can predict profitability, track productivity, and forecast when to hire. As a successful Grant Writer, Marianne has uncovered numerous funding opportunities for training, hiring, expanding and business start-up.

### EXPERTISE

- Building Relationships with key business contacts
- Professional Trainer in business processes
- Lead Management through SWOT analysis
- Creating Business Models to forecast profitability, productivity & Labour Efficiency Ratio
- Analyzing Processes & Providing Solutions to increase revenue and reduce expenses
- Extensive Funding research and Grant writing for all business types
- Advisor for business start-ups
- A knack for being able to breakdown the overwhelming information of finance so anyone can understand it
- Grown business awareness and increased sales through social media marketing
- Create Business Plans that can help to obtain financing
- Leadership, Coaching & Mentoring
- Communication with Shareholders

### EXPERIENCE

- Business Strategist, Upward Strategy Consulting Inc.
- VP Business Administration, BJT Energy Resource Management Ltd.
- Director of Business Affairs, Journeyman Film Company
- Accountant, Heritage Gas Ltd.
- Accountant/Finance Analyst/Finance Manager, Loblaw Companies Ltd.
- Staff Accountant, Nauss Simpson Cole Galbraith
- Staff Accountant, C. Gordon Flewwelling, CA

### CAREER HIGHLIGHTS

- Grew revenue from \$100K year I, \$200K in year II, \$400K in year III for construction client.
- Increased profit from 5% to 15% in one year through strategic targets for a marketing client.
- Captured \$125K in Gov't funding for staff training that equaled to \$625K in annualized revenue.
- Created a business plan and executed it for a successful retail business

### PROFESSIONAL DEVELOPMENT

- Effective Communications
- Navigational Coaching for Leaders
- Performance Excellence Lean Six Sigma
- ASR Applied Leadership & Management Training
- Member of The Canadian Coach

### EDUCATION

Diploma, Accounting  
NSCC, Dartmouth, NS

