



Common Questions

What sectors have you worked in?

I provide specialized business development and procurement support across various industries and have contributed to education and training within the Architecture, Engineering, and Construction (AEC) community by mentoring professionals and delivering workshops on technical writing and marketing strategies. My expertise focuses on securing contracts and driving growth by supporting opportunities and initiatives in the following sectors:

- **Infrastructure:** Developing and maintaining roads, bridges, transit systems, and water projects to ensure sustainable community growth. Supporting large joint-venture pursuits and opportunities with custom SharePoint document management systems and in-house graphic design support.
- **Mining:** Supporting mine development, open-pit operations, and reclamation with a focus on resource optimization and safety.
- **Oil & Gas:** Advancing pipeline construction, facility development, and maintenance for efficient and safe energy production.
- **Forestry:** Promoting sustainable timber harvesting, road building, and forest management to balance growth and environmental care.
- **Technology & Telecommunications:** Developing data centers, cloud infrastructure, technology hubs, and advanced network systems to meet the growing demand for digital services and enhanced connectivity.
- **Power:** Supporting renewable energy projects, transmission lines, and grid infrastructure to meet clean energy demands.
- **Buildings:** Providing strategic support for commercial, residential, education, emergency response and industrial building projects in planning and execution.
- **Defense & Security:** Supporting military infrastructure, cybersecurity, and emergency response systems to ensure national and community safety.
- **Healthcare:** Supporting the development and maintenance of hospitals, clinics, and long-term healthcare facilities, as well as infrastructure for medical research and telemedicine.

Do you have experience with Defence Canada opportunities?

Yes. I have successfully managed and executed numerous Defence Canada pursuits. I use a tailored capture management and pursuit strategy that has a proven track record of success.

Do you offer proposal writing services?

Yes! I now offer dedicated proposal writing services, tailored to meet your needs. Whether you require a primary contributor or technical and audit support for your team, I can help. My expertise spans managing everything from small proposals to large, complex joint venture submissions, and I have extensive experience handling proposal deliverables in multiple languages.

How do you choose which clients to work with?

To ensure my full commitment and avoid conflicts of interest, I work on a first-come, first-served basis. I only partner with one proponent per opportunity. Once I sign with a client for a specific pursuit, that opportunity is closed to others. I value your privacy and my reputation.

How do you have experience with grant writing and award submissions?

I have extensive experience in drafting, preparing, and submitting grant proposals and award applications. This includes crafting compelling narratives, aligning submissions with eligibility criteria, and ensuring all documentation meets the required standards to maximize the chances of success.

What are your fees?

My standard rate is \$135 per hour. Additional costs related to travel may apply depending on the needs of your team and organization.



Unlocking Potential. Empowering Success.

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