

Curriculum Vitae

Terry Drabiuk

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P R O F E S S I O N A L E X P E R I E N C E

Owner

2009 - Present

CPI Training

- Currently the Director, Technical Centre of Excellence, Takoradi Ghana
- Business Development in markets across North America and around the globe;
- Created a web based open source network for instructional resources;
- Developed a global open source network of labour including exam banks;
- Has worked in multiple industry sectors (e.g. Oil and Gas, Mining, Textiles, Retail, Telecommunications, Agriculture, Construction, Manufacturing, Processing, Municipalities, Government Funding Agencies etc.);
- Guest speaker at a number of international symposiums;
- Oversaw and built training centers in China (2), India (2), Egypt (2), UAE, Madagascar, Ghana (2), Pakistan, Peru, and Cuba;
- Has worked or traveled in almost 60 countries, some several times;
- Brokered a LMS with over 280 on-line training programs;
- Currently managing a number of educational contracts in Ghana.

Country Manager - Canada

2017

New Holland/CNH Industrial

- Under contract with CPI Training
- Oversee 115 New Holland Dealer locations with an aggregate revenue of \$700 million
- Manage/Coach 10 Territory Business Managers across Canada;
- Manage all Network Development and M&A activity;
- Spearhead program development for both wholesale and retail ag-equipment.

Vice President, Business Development**2012 - 2017****Agra-City**

- Under contract with CPI Training
- Business Development – focusing on a \$2.2 billion fertilizer project in Saskatchewan and a \$165 million fertilizer distribution system in western Canada;
- Leading a team of engineers, accountants, technology providers, and financial advisors from around the globe;
- Negotiating and developing financial programs for farmers;
- Responsible for fertilizer, grain handling, grain marketing, and sales and distribution projects;
- Lead a securities sales team who raised \$22 million from investors;
- Lead spokesperson at public events and media new releases.

Vice President, Operations**2009 - 2012****Farmers of North America (FNA)**

- Under contract with CPI Training
- Member of the senior leadership team of FNA;
- Responsible for key day to day decisions of the operations of FNA;
- Lead a national sales team who service over 10,000 farm members;
- Lead an inside sales team responsible for member acquisition;
- Responsible for business development initiatives in a variety of areas;
- Complete financial responsibility
- Implementing new CRM system (4th time in my career);

Director, Corporate and International Training**2003-2009****Northern Alberta Institute of Technology (NAIT)**

- Oversaw 300+ projects annually in 23 different countries;
- Managed Continuing Education programs, including northern Alberta campuses in Alberta's Peace region.
- Key international advisor to senior executive including NAIT's president;
- ISO Internal auditor;
- Managed and coached 13 sales professionals with 30 support staff. Staff were located around the globe;
- Complete budget and P&L responsibility;
- Business Development in markets across North America and around the world;
- Published quarterly in the "Oil and Gas" magazine;
- Guest speaker at a number of international symposiums;
- Perfect performance bonuses/records year over year.

Regional Sales Director, AgPro Grain, Alberta **2001-03**

- Responsible for commodity procurement exceeding \$740 million annually;
- Generated an EBITDA of over \$10 million;
- Over \$30 million in retail sales; and
- Developed and implemented weekly marketing programs.

Market Development Manager, Heartland Feeds **1997-01**

- A senior leader of a team of four who created an integrated feed and intensive livestock operation from inception;
- Lead the acquisition of a \$4 million feed mill and pet food plant, plus participated in 4 other large acquisitions and lead a couple of smaller acquisitions of \$1 million or less;
- Lead the build of five 10,000 head feeder barns (\$15 million - \$3 million each);
- Supported the merger of 5 independent companies, one new build, and 98 retails into one corporate entity;
- Managed the distribution, wholesale, and retail from one central distribution centre to 98 retails across western Canada and northern USA;
- Launched numerous new products and marketing campaigns, including responsible for expanding a vendors business by over 500% (reference available);
- Traded pet food in Europe and Central America; and
- Managed over 150 employees.

Market Development Manager, Saskatchewan Wheat Pool **1994-97**

- Lead two \$22.5 million projects, which included building concrete terminals, fertilizer blending systems, farm supply storage facilities, anhydrous ammonia operations, and rail expansion. Plus multiple smaller projects and acquisitions of \$1 million or less;
- Worked with a team to build an import terminal in Mexico;
- Supervised and coached over 180 employees;
- Lead 30 direct reports over a large geographic region;
- Supported member owned advisory committees;
- Oversaw the transportation of our Coordinated Trucking program for the region;
- Managed an operating budget of over \$120 million;
- Traded commodities (e.g. canola, barley, corn etc.); and
- Lead procurement, marketing, and sales of a region of farm service centres.

District Representative, Saskatchewan Wheat Pool **1989-94**

Government Relations/Educator/Facilitator – Extension

- Facilitated an elected board of directors;
- Facilitated the development and promotion of policy across all levels of government;
- Educated adults in government policy, agriculture business, and commodity trading;
- Publically spoke at hundreds of venues across western Canada and in Central

- America;
- Helped develop cooperatives in Central America;
 - Supported an import terminal project in Manzanillo Mexico
 - Taught leadership, community, and group decision making to youth;
 - Lead cooperative education teams of instructors that delivered programming to youth;
 - Volunteered on numerous community events;
 - Elected on Board of Directors of Shaunavon Credit Union;
 - Coordinated symposiums, tours, public forums, and extension programs;
 - Block booked a number of entertainment guests and talent for series of venues within a region; and
 - Taught commodity trading to farmers;

E D U C A T I O N

Sacramento State (SIU)	
Business Administration majoring in Commerce - <u>Degree</u>	2000
Saskatchewan Polytechnic	
Computer Science - <u>Diploma</u>	1987
York University	
Executive Sales Management - <u>Certificate</u>	2008
Northern Alberta Institute of Technology	
Project Management & Productivity Improvement - <u>Certificate</u>	2005
ISO 9001 Internal Auditor	2004
University of Regina	
Adult Education - <u>Certificate</u>	1990
Spanish Immersion (9 credits)	1996
University of Saskatchewan	
Agriculture Business (Crop and Animal Sciences) - <u>Certificate</u>	1992
Canadian Securities Institute	
Canadian Futures - Futures Commission Merchant - <u>License</u>	1994
SIAST Wascana Campus	
International Trade Training (FITT) - <u>Certificate</u>	2001
University of Calgary	
Management Leadership Program - <u>Certificate</u>	1995
Numerous Internal & External Courses	

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