

Shawn Kalin

Product Design & Technical Sales Engineer - Online Collaboration Tools & Processes

Vancouver, BC

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20 year thought leader in online collaboration for sales, support and operations.

- Analytical thinking and innovation
- Active learning and learning strategies
- Creativity, originality and initiative
- Technology design and programming
- Critical thinking and analysis
- Complex problem-solving
- Leadership and social influence
- Emotional intelligence
- Reasoning, problem-solving and ideation
- Systems analysis and evaluation

Willing to relocate: Anywhere

Work Experience

Product Design Engineer

WebShowing.com - Surrey, BC

February 2017 to Present

I've become a thought leader in realtime, online visual collaboration tools and processes.

WebShowing is a tool that enhances any collaboration needs for sales, support internally and with clients and partners.

I'm looking to integrate this advantage into large platforms worldwide. Huge ROI for all.

Director of Research

RURALTY.com

2013 to Present

Working with the top real estate related technology, brokers, finance and local governments.

- Developing database and sales channels for residential markets across North America.

Sales & HR Manager

Action Tax/Alberta.com

2011 to 2013

Expanded O&G contractor client base and ROI in Fort McMurray by 300%.

- Reorganized office and hired 8 professional staff from over 300 applicants.

Product Development

Mobile Power Corp

2009 to 2011

Developed and prototyped GOCharger brand product line with US and Chinese manufacturing partners.

- Created and managed channel sales campaigns to Walmart, Target, Walgreens, CVS, Staples.
- Licensed products to accessory manufacturer. Sold equity stake thereafter.

Product/Sales Advisors

Vegas Capital Inc

2002 to 2009

Provided consultation services to companies needing financing and development support.

- Coordinated with legal firms to create private investment offerings, including:

Superstar Co. 'Health Supplements Manufacturer' Sales Strategy Advisor

Rapidly created the brand, products, packaging -saving company 50% on costs and time.

GPS Genie Inc. 'GPS Tracking System' Sales Strategy Advisor

Managed raise of \$1.3 million, and partnership with Keyhole Corp. (now Google Earth)

Network Security Associates 'Healthcare Clinics' Sales Strategy Advisor

Created a superior sales program targeting small and mid-sized Health care clinics.

Design and Sales

Complete Exteriors

1993 to 2001

Expansion of marketing, estimating, sales & installation throughout Lower Mainland.

- Worked with manufacturers, developers, owners, general contractors.

Education

BA in Political Science & Computer Science

University of Victoria

1983 to 1988

Canadian Advanced Technology Alliance

North Surrey Senior Secondary School

1981 to 1983

Skills

Account Management (10+ years), Enterprise Sales (10+ years), Salesforce (5 years), Google Analytics (10+ years), Google Adwords (10+ years), Online Marketing (10+ years), Ux Design (10+ years), Web Development (10+ years), Financial Modelling (10+ years)

Links

<http://Dealroom.me>

<http://rurality.com>

<https://Virtly.com>

<https://www.WebShowing.com>

Additional Information

Some important background.

I started in Silicon Valley during the 'dotcom' boom, where I learned the intricacies of successfully scaling startups. Involvement with PayPal (Thiel & Musk) and Keyhole (Google Earth) were good examples.

Take away from the DotCom experience: 'You can be very good - but timing is everything'. It's still true today.

From those heady days, I've constantly refined my skills in business models & development, capital raising, disruptive sales, marketing and a lot more detailed below.

Today I'm working with sales collaboration (voice, video etc) and AI, AR, VR.

Most of my industry focus is on professional services networks and marketplace providers.

Skills I'm focusing on:

- Analytical thinking and innovation
- Active learning and learning strategies
- Creativity, originality and initiative
- Technology design and programming
- Critical thinking and analysis
- Complex problem-solving
- Leadership and social influence
- Emotional intelligence
- Reasoning, problem-solving and ideation
- Systems analysis and evaluation

All the Best!

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