

Naqsh (Nick) Kochar, B.Sc., M.B.A.

mobile: 306-261-1204 ♦ email: naqsh@refresh.ca

profile

Senior business leader with 17 years of experience in marketing, corporate strategy, and information technology. Goal-driven professional with ability to cultivate strong business relationships, make real-time decisions, and resolve issues in a way that propels innovation and growth. Excellent customer relationship management skills. Strong communicator and highly effective in both individual and shared-leadership situations involving multiple organizations, both domestic and international.

experience

Corporate Strategy

- Served as a master generalist who understands and can manage the complex interplay of finance, technology, law, infrastructure and people
- Managed consulting projects on a variety of strategic topics such as market & competitive analysis for new opportunities and best practices research
- Directed research efforts to identify potential international market opportunities

Marketing

- Managed a team of professional marketing consultants tasked with improving brand performance and improving the return on marketing capital for clients
- Lead cross-functional team that designed and managed Hitachi's "Inspire the Next" brand awareness strategy for E-commerce by launching e-business web site
- Introduced and implemented Hitachi's Customer Relationship Management (CRM) system to improve the quality of our clients' business communication experience

Operations

- Responsible for the company's day-to-day activities, including revenue and sales growth; expense, cost and margin control; and monthly, quarterly and annual financial goal management
- Managed business relationships with key suppliers and ensuring that product and services met standards of quality and cost effectiveness
- Directed short-term and long-range planning and budget development to support strategic business goals
- Reviewed feasibility studies for possible new strategic investments and endorsed recommendations for acquisition

Finance

- Responsible for all financial and fiscal management aspects of company operations
- Prepared and controlled operating budgets of \$10M
- One of two key principals leading a project team for implementation of internal controls for Sarbanes-Oxley (SOX) Act compliance

Information Technology

- Established solid lines of communication by acting as the primary technology liaison between Hitachi in Canada, world-wide headquarters in Japan, and the regional office in the United States

- Managed areas such as planning, systems implementation and support services, operations, voice and data communications, data management, security, client services and office systems
- Developed company-wide information technology strategy and roadmap, including policies necessary to ensure successful implementation

Human Resources

- Co-authored the Human Resources Action Plan as a solution to Hitachi's recruitment and retention challenges in a competitive labor market
- Served as one of two officers responsible for the company implementation of Canada's Personal Information Protection and Electronic Documents (PIPEDA) Act
- Supervised staff, allocated responsibilities and monitored distribution of work loads among employees, and coordinated employee performance and appraisal programs
- Participated on Hitachi's Job Evaluation committee and Disciplinary committee

Business Administration & Development

- Build, promote, and cultivate external relationships with business leaders and partners in industry, academia, and community to support business development
- Directly negotiated and administered agreements with new and existing suppliers ensuring preferred pricing and service terms

career history

Refresh Inc. Chief Executive Officer	2009-Present
Blaqmap Consulting Inc. Director, Business Strategy	2008-2009
Cameco Corporation Director, Business Technology Services	2008
Hitachi Canadian Industries Ltd. Chief Information Officer, (2005-2008)	1999-2008

education

EU & the Global Environment, ESADE Business School, Barcelona, Spain, 2006
Master of Business Administration, Emory University, Atlanta, USA, 2006
Bachelor of Science (Computer Information Systems), Excelsior College, New York, USA, 2004

community involvement

Board Member, Saskatchewan Professional Marketing Association, 2010-2013
Board Member, Saskatchewan Advanced Technology Association, 2004-2010