

VECTOR SOLUTIONS INC.

Business Navigation

SERVICES

Vector Solutions Inc. (VSI) provides strategic professional consultation services focused on building strong business relationships with our clients. Our approach simply is to fully understand the needs and expectations of each customer and build a plan that fits their individual goals. By analyzing short term and long term opportunities, we can provide resources as necessary to achieve the expected results. Our primary services include Business Development, Marketing & Promotion and Operational Support.

INDUSTRIES

Energy	Geomatics	Construction
Oil & Gas Development	Land Surveying	Civil Earthworks & Infrastructure
Pipeline & Power Transmission	Construction Services	Industrial Facility Projects
Oilsands Exploration Programs	Mapping & GIS	Transportation
Engineering	Technology	Land & Environment
Pipeline Routing	3D Scanning, LiDAR & Imaging Services	Consultation Services
Civil Design	UAV & Drones Integration	Environmental Assessment
Vendor procurement & assessment	Machine Automation Technologies	Regulatory Requirements

INDUSTRY EXPERIENCE

Wide-ranging hands on field involvement has allowed the VSI team to gain experience in numerous aspects of our clients work environments. This includes abundant technical roles, project management, senior leadership and client relations.

BUSINESS DEVELOPMENT

- ✓ Business Consultation
- ✓ Sales Representation
- ✓ Technical Presentations & Project Meetings
- ✓ Estimates & RFP Preparation
- ✓ Research & Prospecting
- ✓ JV Partnerships & Vendor Agreements

MARKETING & PROMOTION

- ✓ Corporate Branding
- ✓ Marketing Plans
- ✓ Advertising & Messaging
- ✓ Market Gap Analysis
- ✓ Website & Social Media
- ✓ Promotional Products

OPERATIONAL SUPPORT

- ✓ Team Management
- ✓ Project Operations
- ✓ Vendor Collaboration
- ✓ Attend Trade Shows
- ✓ Industry Functions
- ✓ Administrative Duties

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Energy, Geomatics & Construction

Involvement included all-encompassing energy exploration programs from initial planning, engineering and construction services to final completion. The promotion and sales of technical equipment, various professional services and leading edge technology implementation were provided. Extensive client relationship development across Upstream Energy Producers, Midstream Transportation, Surveying, Engineering, Construction and consulting industries have been established and fostered.

Major Projects

Significant experience with sizeable projects, including large diameter pipelines, compressor stations, industrial construction and municipal infrastructure sites. Services provided included field surveying, mapping, inspection, project management, quality assurance, and technical coordination with numerous engineering disciplines and vendors.

HISTORY

Vector Solutions Inc. was founded on the principle experience of Chris Martin, who has spent decades involved in the Energy, Construction, Geomatics and Engineering industries throughout Western Canada. Extensive and varied project involvement combined with a very strong technical knowledge allowed him to transition into various sales & marketing responsibilities. Achievements over the last 10 years created opportunities in senior management and leadership roles within successful private and large public companies. Primarily responsible for building successful relationships with clients, leading sales teams and executing sales & marketing plans focused on expanding corporate business presence across multiple industries.

This network of business connections created the opportunity to provide independent senior level business consulting services through Vector Solutions Inc.

Contact us:
403.992.7993
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ABILITIES

- ✓ Sr. Management & Leadership
- ✓ Build, Motivate and Mentor Sales Teams
- ✓ Cultivate Relationships
- ✓ Facilitate Meetings
- ✓ Execute Initiatives

SKILLS & ACHIEVEMENTS

- ✓ Communicate effectively
- ✓ Technically Savvy
- ✓ Creative Problem Solver
- ✓ North American Sales Distinction Award
- ✓ Licensed Commercial Pilot

EDUCATION

- ✓ Aviation Technology Diploma, Red Deer College
- ✓ Leadership Development, LMI Canada
- ✓ Sales Force Training, Paul Kelly Seminars
- ✓ Various Corporate Management Classes

AFFILIATIONS

- ✓ Alberta Society of Surveying and Mapping Technologies, Certified Survey Technologist