

# James Christensen

*“While management focuses on doing things right, leadership should be concerned with doing the right things.”*

TEC CEO Chair, TEC Small Business Chair  
Vancouver, BC



## Hello!

Drawing upon a rich and diverse career as both a serial entrepreneur and former executive in large multinational companies, I have seen the entire spectrum of business success – from challenging lessons to triumphant wins. With over 30 years of business experience, I developed a passion for working with results-driven leaders to help them refine their goals, perfect their leadership skills, and create a path that helps fulfill their vision.

Having a formal education in accounting, I began my career as Controller at Whistler Blackcomb, where I gained a deep understanding of operations and finance. Subsequently, my work in information systems helped develop world-class ski industry systems. I have also been credited with founding the first gift card and loyalty processing company in Canada, Ernex, which I later sold to RBC.

My successive work at RBC included helping develop the first non-airline cobranded credit card- Avion. It was in these early successes that I discovered my guiding principles centered on innovation and team building. Later, as an executive at TSYS, a US payment processor, I contributed to the launch of their loyalty operations with major companies such as Citigroup, Home Depot, and Sears. My role also involved launching and exiting tech-based startups, providing me with insights into capital raising, team building, and product innovation. In the past decade, my focus has shifted to consulting businesses, both large and small, on innovation and strategic planning around digital disruption.

I have been the proud recipient of awards such as Business in Vancouver's 40 Under 40 award and Profit Hot 50. However, my greatest sense of accomplishment comes from guiding the strategic decisions and long-term growth of others.

On a personal note, I reside in North Vancouver, B.C., with my wife, where we raised our three adult children. I am a designated Certified Loyalty Management Professional (CLMP) and contribute as faculty at the Loyalty Academy, teaching about Payments and Loyalty. In my leisure time, I indulge in the pleasures of the west coast outdoors as an avid skier and rider.

## My TEC Group Vision

While management focuses on doing things right, leadership should be concerned with doing the right things. I believe that a group of leaders can challenge, support, and teach each other to make better decisions that ensure their companies are going in the right direction and doing the right things.

## Let's Start the Conversation

[jchristensen@tec-canada.com](mailto:jchristensen@tec-canada.com) | 403.262.1010

## Take The Leap Towards Transforming Your Leadership Skills Now!

Connect with me today to start your journey towards growth and opportunities that align with your business and personal goals. Elevate your business and personal success with me and my group of exceptional business leaders by your side!

Respectfully Yours,

**TEC**CANADA