

# Greg Smith

*"I have a vision and objective to coach and mentor diverse small business teams. Teams ready to dig into the critical issues they face, and willing to share with other focused and passionate business owners"*

TEC CEO Chair  
Toronto, ON



## Hello!

I am an experienced executive leader with a diverse 35-year history of developing high-performing teams within Tier 1 organizations, implementing creative business solutions, and consistently exceeding objectives. Known for my engaging communication style, I possess the foresight to anticipate business hurdles and translate strategic visions into tangible achievements. My motivational approach, coupled with a sense of urgency and an entrepreneurial focus, has enabled me to effectively influence both internal and external stakeholders, creating the environments conducive to success.

My passion is managing challenging business situations, enhancing existing dynamics, and implementing innovative solutions to solve problems. Having worked in the major regions of Canada throughout my career, I've honed my skills in cross-functional team leadership, rapid technology adoption, and a steadfast commitment to driving bottom-line profits. Moreover, I've had the privilege of learning from numerous mentors at the C-Suite level, from diverse backgrounds and countries or origin, which have broadened my leadership experiences.

As a neuro-diverse leader, I am ready to leverage my experience in developing high-performing teams within small and medium-sized enterprises (SMEs), guiding them towards future success. My recent engagement with numerous small businesses through the Canada Digital Adoption Program has reinforced my passion for this important and thriving sector of Canadian business. Presently serving as a TEC Canada Chair, I offer my broad knowledge across various industries and my unique leadership skills to mentor and support fellow small business leaders in their professional endeavors.

On a personal note, I am East Coaster, originally from Dartmouth, Nova Scotia. I pursued my education at Saint Mary's University and have called Stouffville, Ontario, home for the past 24 years. My business journey has been supported by my wife, Linda, of 33 years, along with our three children. Outside of my professional life, I am a High-Performance trained hockey coach who first stood behind a bench at 17 years of age. This year I start my 40th year, coaching a U14AA boys team in the Stouffville Minor Hockey Association.

## My TEC Group Vision

I have a vision and objective to coach and mentor diverse small business teams. Teams ready to dig into the critical issues they face, and willing to share with other focused and passionate business owners. I am a neuro-diverse business leader who has come to understand my own unique strengths and opportunities, and who is still learning everyday to be better. I would like to build teams reflective of today's small business culture...the realities, challenges and opportunities facing it, and teams reflective of societal diversity overall.

**Let's Start the Conversation**

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**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