

Hello!

With over 30 years of experience working with and leading high-performing Sales, Marketing, Product and Operational Management teams, I have a proven history in driving growth in new and established businesses. The most powerful enabler to accomplish this is working with motivated, engaged and passionate people! It is them that fuels the ability to overcome challenges and harness opportunities...

My leadership style emphasizes the importance of developing sound strategic plans that utilize both data and market research to drive decisions that lead to achievable results. I refer to this simply as knowing "Where to Play" and "How to Win". My passion is working with talented, quality people, helping them to grow in their respective businesses and careers. My approach integrates empathy and authenticity. I simply love helping people achieve clarity and confidence that leads to measurable and sustainable personal and organizational growth and success.

My journey began as a young Account Executive in Marketing Services. It was in those early years where I harnessed a passion for dealing with clients, helping them grow and solve business problems. Based on early success, I was quickly advanced into Senior Management where we as teams, developed and executed business and strategic plans that led to significant revenue growth and market expansion in various business segments valued at over \$50MM annually.

While building on my corporate career, my entrepreneurial and creative spirit enabled my partner and I to cofound a small family business in the Arts and Entertainment industry. We personally invested in, developed, and operated it for just over 10 years. After being approached, we sold it for a healthy profit! Once that concluded, I decided to continue my personal learning and development journey where I earned an Executive MBA. While strenuous, it was the best decision as it opened opportunities that eventually led to increased levels of responsibilities leading large Sales, Marketing, Product and Operational Teams across Canada and United States.

I feel honoured and privileged to have worked with great mentors and people within Corporate North America and am now excited to build on my experience working as an Executive Chair with TEC Canada. I genuinely feel like my journey has come full circle feel like that young Account Executive again!

On a personal note, I love being physically active, whether it be working out, hiking, biking, cycling or skiing. I am also a performing member and supporter of a Not-For-Profit Community Theatre group as well as a volunteer for our community-based Residential Association.

My TEC Group Vision

As Executive Chair, my vision is to help CEO's, Small Business Owners and their Key Executives unlock their full potential. My intention is to authentically add value by providing access to the best subject matter experts in their respective fields as well as leverage insights and knowledge from other Business Leaders in their respective industries. The simple mandate is to ensure you have the best minds at your disposal to help you unlock your personal and professional potential and growth!

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,

Adrian

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