

Michael Togyi

“What’s my secret to my success? I’m always learning and growing, and I cherish the lessons from my mistakes just as much as my victories.”

TEC CEO Chair
Vancouver, BC



Hello!

Anyone with experience running a business knows that successful leadership is about more than just managing the business—it’s about growing people, building legacies, and creating success stories! I’ve spent years in the trenches, connecting with people who didn’t expect to hear from another salesperson, building relationships, and aligning solutions to their needs. Over that journey, I’ve had the privilege of selling hundreds of millions in products and services. My belief? If you help enough people get what they want, you’ll end up getting what you want!

I’ve been fortunate to exit 2.5 businesses during my career, two of which took place during the pandemic. This success allowed me to reach my personal goals—less work travel, more presence at home with my family, and the chance to be a daily contributor to my child’s activities. Today, I keep sharp through strategic fractional roles, helping executives and their teams navigate challenging growth scenarios. Whether it’s helping teams make faster, better, scalable decisions or stepping into operational roles when necessary, I stay engaged with companies in ways that fit their needs. My goal is to be modestly embedded in the weekly heartbeat of the business.

My next pursuit is to step back and focus solely on executive leaders—helping them unlock their full potential and guiding them toward their own version of success, whatever that may be. I’ve been blessed to wear many hats throughout my career, including CEO of an enterprise software company that partnered with industry giants like Salesforce, Deloitte, and Accenture, which I successfully sold to a search fund. I co-founded and was a Director of a software company focused on water quality data, and I got my start in the facility automation market, where I secured financing from General Electric during their peak, becoming certified in their Six Sigma process. Over the years, I’ve added e-commerce and media expertise to my portfolio.

What’s my secret to my success? I’m always learning and growing, and I cherish the lessons from my mistakes just as much as my victories. The biggest leap in my leadership journey was evolving from a sales-focused leader to a CEO who understands that success is a team sport across multiple disciplines and departments.

When I’m not helping leaders build their dreams, you’ll find me on the ice or the slopes. I also volunteer on the child care grants committee in my community and coach my 7-year-old son’s sports teams.

My TEC Group Vision

I’m chairing a group of highly driven, highly engaged individuals from diverse industries, leading businesses with at least \$5 million in revenue and 45 employees. Every member shares a passion for growth, learning, and supporting each other without judgment. We’ll follow TEC’s proven process—because with over 70 years of success and more than 40,000 members in North America, why reinvent the wheel?

Let’s Start the Conversation

mtogyi@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,

TECCANADA