

# CHRIS PAPP

Head of Global Business Development |  
Revenue Growth Strategist

## ABOUT ME

Results-driven business development leader with over 25 years of experience in driving transformative growth and innovation. As the founder and leader of a successful company for 18 years, I've consistently exceeded revenue targets, securing high-impact contracts and forging global strategic partnerships that have driven \$20M+ in annual growth. My expertise lies in identifying opportunities, optimizing global supply chains, and integrating cutting-edge AI technologies to achieve business objectives. **Bilingual in English and French**, I'm eager to leverage my skills in a forward-thinking organization committed to sustainable growth and innovation.

## SKILLS

- **Business Development Strategy (Advanced):** Expertise in creating and executing growth plans that deliver significant revenue increases.
- **Global Sourcing (Advanced):** Proven track record of optimizing international supply chains to improve efficiency and reduce costs.
- **Revenue Growth (Advanced):** Consistently driving multi-million dollar revenue growth through strategic planning and execution.
- **Strategic Partnerships (Advanced):** Building and nurturing high-value relationships with key stakeholders and Fortune 500 companies.
- **AI Integration (Intermediate):** Leading AI-driven innovations to streamline processes and enhance business operations.
- **Supply Chain Optimization (Advanced):** Skilled in managing complex supply chains across multiple continents.
- **Contract Negotiation (Advanced):** Expertise in securing favorable terms and conditions in high-stakes negotiations.
- **Cross-Functional Leadership (Advanced):** Leading teams across diverse functions and geographies to achieve business goals.
- **Market Analysis (Advanced):** Strong ability to assess market trends and capitalize on emerging opportunities.
- **Ethical Leadership (Advanced):** Committed to sustainable and ethical business practices that drive long-term success.
- **Sustainability Initiatives (Advanced):** Leading efforts to achieve industry-leading sustainability standards.
- **DEI Advocacy (Advanced):** Passionate advocate for diversity, equity, and inclusion in the workplace.

Montreal, Canada

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## EXPERIENCE

### ○ **President & Founder | SienaBlu** 2006 - April 2024

Montreal & International

- Led global business development strategies across Canada, the USA, and the EU, driving \$20M+ in annual revenue growth and expanding market presence.
- Secured major contracts and forged strategic partnerships with Fortune 500 companies, aligning sales strategies with corporate goals to consistently exceed revenue targets.
- Optimized global supply chains, improving efficiency and reducing costs through strategic sourcing from Hong Kong and Mainland China.
- Integrated AI technologies to enhance business processes and drive innovation in product development and customer engagement.
- Pioneered DEI and sustainability initiatives, positioning the company as a leader in ethical business practices.

### ○ **Director of Sales | M.O.D.A Folio Int Inc.** 1998-2006

Montreal, Canada

- Spearheaded business development and sales initiatives in the Canadian and U.S. markets, driving significant revenue growth in the garment industry.
- Developed and executed strategic sales plans that resulted in long-term contracts with major Canadian retailers.
- Led cross-functional teams, ensuring seamless coordination across departments to meet client demands and deliver high-quality products.

## KEY ACHIEVEMENTS

- **Revenue Growth:** Drove \$20M+ in annual revenue growth by leading global business development and securing high-impact contracts.
- **Strategic Branding:** Increased Henkel's revenue by 1,000% through strategic branding and innovative business development.
- **Sustainability Leadership:** Achieved industry-leading sustainability status through comprehensive DEI and environmental initiatives.
- **Partnership Expansion:** Forged strategic partnerships with Fortune 500 companies, driving market expansion and revenue growth.
- **Fundraising Success:** Raised \$300K+ for the Montreal Children's Hospital through high-profile fundraising events.

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## LANGUAGES

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- English: Fluent
- French: Advanced

## CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

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- Certified SDG Ambition Accelerator — United Nations Global Compact
- Google AI Essentials — Coursera

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## VOLUNTEER WORK & AWARDS

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- Dancing with the Stars - Participant: Raised over \$300K to support the Montreal Children's Hospital.
- Miriam Foundation - Director: Orchestrated successful Montreal Open events, grossing between \$500K to \$1 million each year.
- M.S. Leadership Award: Recognized by Multiple Sclerosis Quebec for outstanding leadership and contributions.

## EDUCATION

**Some University Coursework | University of Western Ontario**  
1996-1998

- Focused on Business and Marketing
- Completed coursework in Marketing and Business Strategy
- Transitioned to a successful career in business development and leadership.