

Wayne W Wood  
Toronto, Canada

Wayne W Wood has more than 30 years of experience with international sales & marketing of ITC products, services and solutions. Wayne's core competencies are:

- Enterprise B2B business process software solutions, ERP/ERM/CRM/CMS/Security and enterprise (infrastructure management solutions).
- Go-to-market strategy /program development and implementation, including reference client recruitment, recruitment of reseller and distributor channels and setting up new subsidiaries.
- Extensive experience with and personal network in Canada, USA, United Kingdom, Holland, Finland, Australia and New Zealand.



Wayne W Wood

Wayne lives in Toronto, Canada and is the managing director of Clientnet Strategies Group, a business strategy and sale performance firm providing advisory services to ICT chief executives locally and internationally. He sits on a number of executive boards of software application manufacturers as a sales officer consultant.

Born in Montreal, Canada, he speaks English and conversational French.

His Accreditation as an Accredited Associate of the Institute for Independent Business International (IIB), provides access to an international network of 6,000 business advisors across the globe. He is also a Certified Business (Psychometrics) Consultant with Winslow Research Institute, Sales Assessment.com and Chequed.com, industry leading assessment instruments.

His executive education comes from Harvard University, Kennedy School of Government

As a sales management executive Wayne has been awarded numerous 100% Clubs, and signed enterprise software agreements in excess of \$24M USD and secured exclusive product vendor of record awards.