

MARIE FORCIER

Burnaby, BC

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PROFILE: Passion for working with seniors. Experienced dealing with diverse cultures and economic needs in both general business and nonprofit. Seeking a company and service that I believe in and can promote and support with integrity and honesty!

RELEVANT ACCOMPLISHMENTS

- Certified Professional Consultant on Aging through the Canadian Academy of Senior Advisors Inc. www.CanadaCSA.com
- Published articles on Cognitive Therapy and Holistic Wellness with Human Resource Management Association of B.C.
- Experienced with assisting clients in end of life decisions and leading workshops and one to one meetings on sensitive issues
- Established client development, creation and delivery of Wellness programs to the Ministry of Children and Family Development B.C. resulting in additional ministries adapting new initiatives in wellness and employee services

CORE COMPETENCIES

CUSTOMER RELATIONS

- 15 years experience: inspirational facilitator, trainer and counsellor of diverse clientele
- Commended for compassion and active listening skills
- Trained communicator able to build strong rapport within various communities
- Motivational certified Life Skills Coach, and Wellness Counsellor, holistically trained in Emotional / Physical / Mental and Spiritual wellness

MARKET / SALES DEVELOPMENT

- Established marketing and growth plans for individual and large accounts
- Increased territory sales by assessing buying patterns and current market demographics then adapting approach to target markets
- Strong ability and experience in networking to develop leads
- Trained to understand psychology of buying habits
- Enjoy challenge of growing / developing new business relationships
- 10+ years experience in cold calling and prospecting

MANAGING & MOTIVATING

- Self motivated leader experienced developing programs to address needs and providing thorough reports and statistical data to support programs
- Clear analytical ability to assess needs, develop procedures and track success
- Created, organized and staffed a variety of major tradeshow in North America
- Trained educator with ability to understand different methods of learning
- Clear analytical ability to assess client's needs, develop training and marketing programs and track success through first hand experience and client feedback.

ADDITIONAL

- Holistically trained in Emotional, Physical, Mental and Spiritual wellness
- Word, Excel, Power Point, Maximizer, Various Data Bases - 85wpm
- Strong analytical, organizational and research experience and abilities

WORK EXPERIENCE**SILVER CORD****2011 – PRESENT**

Advocate / Counsellor (self employed)

- Specialize in normalizing the process of life and death
- Assisting clients to feel in control during a very vulnerable time of their lives
- Guiding family members through process of aging parents, and loss of loved ones
- Planning options, exploring spiritual beliefs

EMPLOYMENT COUNSELLOR

2006 - Present

H. Klein and Associates Inc., Burnaby, BC

- Teach goal setting, problem solving to individuals and groups from diverse cultural, educational and financial backgrounds

MARKETING COMMUNITY SERVICES

2005 - 2006

Rhodes Wellness College, Vancouver, B.C.

- Educate companies on benefits of Workplace Wellness through statistics and proven case studies. Train in-house staff; monitor to ensure self reliance within company.

SALES & MARKETING MANAGER**1997 - 2001***Monague Native Crafts, Mission, B.C. (2003 – 2004)*

- Directly responsible for training and management of 125 independent Sales Agents

Daniadown Quilts, Burnaby, B.C. (2001 – 2002)

- Hired to build current account base, motivate independent sales force
- New account development taking company to next level of production and sales

Kanata Blankets, Richmond, B.C. (1997 – 2001)

- Took cottage company into new markets and developed a strong sales force
- Developed new product lines and educated clients and sales team through one to one education, bi-monthly training newsletters and communication bulletins
- Responsible for new business development through cold calling

EXPORT MARKETING LIAISON

1995 - 1997

Council of Forest Industries, Vancouver, B.C.

- Responsible for communications with agents around the world

EDUCATION

CERTIFIED SENIOR ADVISOR – Canadian Academy of Senior Advisors

2011

WELLNESS COUNSELLOR Diploma, Rhodes Wellness College, Vancouver, B.C.

2004 – 2005

Human Behavioural Studies

Employer/Employee Relations

Business Management

Customer Service Leadership Training

Motivation Techniques

Adult Education Theory

World Religions

VOLUNTEER WORK

HOSPICE VOLUNTEER TRAINING – Burnaby, BC Spring 2012

ROTARIAN – Semiahmoo Chapter, White Rock, BC (6 years)

PRESIDENT AND CHAIR OF WEST END COMMUNITY CENTRE, Vancouver, BC (3 years)

BIG SISTERS OF CANADA (2 years)

REFERENCES AVAILABLE UPON REQUEST