

Contact

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(LinkedIn)
www.diacc.ca (Company)

Top Skills

Investments
Business Development
Real Estate

Tom Wolf

Director of Finance at Digital ID & Authentication Council of Canada - DIACC
Toronto, Ontario, Canada

Summary

Project management expert, combined with a unique blend of sales and operations experience. Previous careers in Real Estate and Financial Services industries with eleven years progressive sales and team management experience. Strong planning, problem solving, and interpersonal skills.

Experience

Digital ID and Authentication Council of Canada
8 years 10 months

Director of Finance
September 2021 - Present (3 years 2 months)
Toronto, Ontario, Canada

The DIACC is committed to unlocking economic opportunities for the benefit of Canadian citizens, consumers, and businesses by providing the framework to develop a robust, secure, scalable, and privacy-enhancing digital identification and authentication ecosystem that will decrease costs for everyone while improving service delivery, and driving GDP growth.

DIACC's members and advisors include leaders from both the federal and provincial levels of government as well as representatives from small and large businesses, charities, and privacy commissioners.

Director Of Operations
January 2016 - August 2021 (5 years 8 months)

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Venture Grower

Director of Special Projects

July 2014 - January 2016 (1 year 7 months)

Creating value, not exit strategies. Venture Grower is a Canadian firm bringing new and exciting projects to market. Leaders in online and mobile payments, commerce and social media, we are working at the intersections of the traditional and the new.

Toronto Real Estate Board

Real Estate Sales Representative

June 2009 - June 2014 (5 years 1 month)

Sell/Buy Properties. Toronto Condos - Toronto Lofts - focus on downtown Toronto East and West submarkets, King & Queen & College, Niagara, Liberty Village, properties for sale. New Developments. Specialize in finding undervalued properties for investment opportunities.

Wolf Capital

Venture Capitalist

January 2007 - December 2008 (2 years)

Venture Capital, Promoted research stage Biotechnology Company, raised funds.

Developed business plans and provided consulting to early-stage, high-potential, high risk, growth startup companies. Developed Series A seed round. Managed investor relations and Venture capital.

TD Asset Management Inc.

Director of Strategic Operations

April 2000 - October 2006 (6 years 7 months)

Part of management group which built TD's wholesale team to promote mutual and segregated funds to external financial advisors.

- Constructed a national sales team of 45 FTE, including 14 Wholesalers and 7 Business Development Reps.
- Enhanced efficiencies (eg. back office/front office processes, CRM – Siebel). Coordinated budgets and managed expenses, developed expense management controls and systems, monitored progress monthly.
- Developed strategic direction, product focus and territory management strategies.
- Implemented macro and micro sales reporting via constructed database.
- Developed procedures to improve customer service – dealer services/back office.

- Organized bi-annual sales campaigns.
- Sales increasingly exceeded Plan.

TD Asset Management Inc.

3 years 8 months

Regional Sales Manager Atlantic Division

January 1999 - May 2000 (1 year 5 months)

Reported to Director National Sales. Provided sales and service support to Atlantic Canada Retail Division, retail branches and Mutual Fund reps, and regional Brokerage offices.

Developed and delivered sales seminars and presentations both internally and branch clients.

Conducted biannual, region wide Mutual Fund sales/product training sessions.

Compiled regular territory sales reporting with analysis to Divisional Retail Management.

Regional Sales Manager Ontario South West Territory

July 1997 - January 1999 (1 year 7 months)

Reported to Director National Sales. Provided sales and service support to target region of 166 retail branches with 730 Mutual Fund reps.

Developed and delivered sales seminars and presentations both internally and groups of up to 150 retail branch clients.

Conducted biannual, region wide Mutual Fund sales/product training sessions (600 reps).

Compiled regular territory sales reporting with analysis to Divisional Retail Management.

Investment Specialist

October 1996 - June 1997 (9 months)

Reported to Call Centre Manager, and later Education Manager. Provided investment advice to retail clients and branch representatives.

Developed Mutual Fund portfolios, discussed financial markets, provided specific investment recommendations.

Trained (75) and mentored (5) new investment specialists.

Worked on a team to develop and rollout the annual National Review, a mandatory internal exam required for all Mutual Fund Sales representatives.

Future Shop

Sales Representative

1995 - 1995 (less than a year)

Education

Dalhousie University

MBA, Finance · (1992 - 1994)

CFA Institute

CFA, Chartered Financial Analyst · (2001 - 2003)

E-Zsigma (Canada) Inc.

Six Sigma Black Belt · (2006)

Ontario Real Estate Association

Real Estate Licensing Courses · (2009 - 2011)

Canadian Association of Insurance and Financial Advisors

Life Insurance and Segregated Funds Courses · (2000)