

INTRODUCING...

Bernard Schilles

BIOGRAPHY

Bernard Schilles is the Founder and President of Corvalis, a consulting and training firm operating in Europe and North America since 1997.

Born and educated in Europe where he spent most of his career, **Bernard** has emerged as a **trusted advisor to over 40 technology, energy, engineering corporations**, including: Microsoft, SNC Lavalin, Dell, 3M, Suez, IBM, Lucent Technology.

Over **3,800 CEOs, VPs and leaders** have attended the seminars **created and delivered by Bernard**. He is also a seminar leader at the **Executive Education Program** at the University of British Columbia's Sauder School of Business.

Bernard is the creator of **The Profitable Contract Factory®**, a competitive business model aiming to generate revenue from large contracts and of **The Competitive Collaboration®**, a management model favoring team efficiency, buy-in for change and a reputation of a value provider company.

Bernard brings with him 15 years of professional experience as a consultant, a major account manager, business unit manager and Board member - primarily in advanced technology and professional service companies (**Accenture, Hewlett Packard** and others).





“I come from the
international
business world

with practical management experience within
large organizations.

Over the past 16 years, I have built a reputation as an innovator in the field of business development.

Through a teaching style that has tinges of

outspokenness mixed

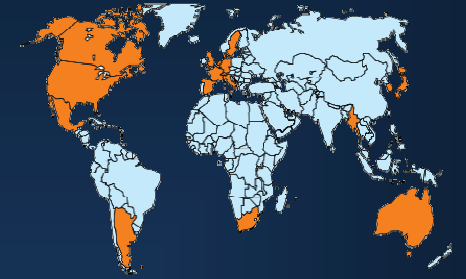
with tact and humor,

I offer new keys for understanding and drive people to push to their limits.

As an independent consultant and educator I have no fear in challenging fashionable statements about business management and providing practical lessons for

the CEOs, VPs and
Directors of tomorrow.”

A WORLD OF EDUCATING AND SPEAKING



**Bernard teaches from
the experience of:**

- **Training over 3,800 participants from over 300 organizations around the world** including Canada, the USA, Great Britain, France, Germany, Thailand, Holland, Spain, Japan, Belgium, Sweden, Mexico, Italy, Switzerland, South Africa, Argentina, South Korea, Australia, & Denmark.
- **Creating 8 workshops** and delivering them in **English and in French**
- Delivering over **450 training sessions** and Executive presentations in 15 years
- **Co-founding the Executive Education's "Sales Management Certificate Program"** at the **Sauder School of Business** (University of British Columbia) launched in 2009
- Leading **Executive Education Seminars** at the **Sauder School of Business** (University of British Columbia) since 2007
- Leading **over 80 seminars in Paris** 4* hotels for **Executives and Managers** in association with the CFC (Centre de Formations et de Conférences) since 1999
- Teaching at the **University of British Columbia – Okanagan / Faculty of Management**
- Speaking at the **Haskayne School of Business' MBA Alumni** (University of Calgary, 2007)
- Speaking at the **French Hospital Managers Association** (2004)
- Speaking at the **ACETECH** ("CEOs mentoring CEOs" organization, 2010)



EDUCATION

- Engineer (1977 - Insa Lyon, France) | MBA (1978 - Em Lyon, France)
- Languages: English and Parisian French (Mother tongue)
- Certified Team Efficiency and Team Leadership consultant and trainer
- Certified NLP (Neuro Linguistic Programming) Master



CLIENTS

Bernard develops long trusting relationships (up to 9 years) with his clients. He has helped over 40 high technology, engineering and energy companies, including:

- 3Com
- 3M
- Algae
- Amdahl
- Areva
- Autoliv
- Avaya
- Ballard Power
- Bea Systems
- Bull
- Business Objects
- Canberra
- Candle
- CGG Veritas
- Cisco Systems
- Cofely
- Computacenter
- Dell
- Digital Equipment
- Framatome
- Electricité de France
- EDS
- France telecom
- GDF Suez
- Guerin Systems
- IBM
- Informix
- JBA
- La Poste
- Lucent Technologies
- Mettler Toledo
- Microsoft
- Nexterra
- Q'Max Solutions
- Rhodia
- Sequent
- Sierra Systems
- Silicon Graphics
- SNC Lavalin
- Sterling Software
- Stratus Computer
- Veolia
- VMWare



CONTACT

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"I bring a European touch to the competitive differentiation you're looking for"