

Alyssa Blais

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LEADER • STRATEGIC THINKER • INNOVATOR

A creative and results-driven non-profit management professional with entrepreneurial passion, drive and vision. More than 10 years' experience and expertise leading and directing organizations through periods of substantial growth and transition.

Selected Achievements

- Graduated with distinction at St. Francis Xavier University and the Canadian Women's Foundation Leadership Institute for emerging leaders 2015
- Researched, wrote and co-presented a resolution that was adopted at the Canadian Federation of University Women's annual general meeting in Saskatoon on hypersexualization: countering exploitative child girl images in the media
- Created, organized and taught a series of classes devoted to helping women run for municipal council

Professional Experience

Director of Quality Assurance, Evaluation & Training **Strongest Families Institute August 2020 – present**

Management of SFI's quality requirements and service as well as oversight of all training programs delivered by SFI. Monitors and oversees staff quality assurance performance. Tracks monthly quotas and benchmarks and creates QA policies and practices that enable field services to run smoothly and ensures they are consistently applied. Acts as a catalyst for change and improvement in performance and quality and works with VPs and Directors to determine training needs. Oversees development and improvement to training programs. Support client services and outcomes by ensuring critical learning and development is deployed to front line and service staff. Execute strategies by leading the learning, development, and organizational effectiveness initiatives across the organization.

Business Development Officer **Mental Health Commission of Canada March 2019 – March 2020**

Managed the development activities and prioritized market opportunities to enable growth and ensure that the programs support the organization's strategies and goals. Developed new strategies to build and maintain excellent relationships with prospective clients and promoted mental health awareness. Collaborated with program staff to write funding proposals for grant applications and competitions. Submitted abstracts, presented at conferences, developed webinars and managed business development activities related to marketing and project management of training programs.

Operations Manager **Bourgon Construction June 2016 – May 2018**

Managed the operations of Bourgon Construction and supported the company's expansion into Kingston, ON market. Responsible for the overall operations of Bourgon Construction and created systems to reduce inefficiencies. Recruited and ensured proper staffing needs and contracts; identified job training opportunities; and measured staff performance and monitored individual

development plans. Developed new business opportunities and wrote prequalification documents. Analyzed operational budgets and provided financial recommendations and developed and communicated a stronger, more prominent Bourgon brand and image.

Executive Director

Agapè Centre Dec 2010 – June 2016

Led and directed the Agapè Centre, Cornwall's local food bank, soup kitchen and thrift store through a period of substantial growth and transition. Fundraised over 5 million dollars over five years to support its operating budget and managed large-scale grants for programming, infrastructure improvements and local initiatives. Raised the public's awareness and perception of the Agapè Centre and role it plays in the community through marketing, publicity, and public speaking. Developed operational policies and procedures. Increased profit margins annually by 12% through Agapè's social enterprise.

Other Experience

Resource Mobilization Specialist Volunteer

Philippines Red Cross Chapter March 2018 – September 2018

Small Business Economic Development Manager

Cornwall Business Enterprise Centre 2006 – December 2010

Past Professional Affiliations & Membership

Cornwall Canadian Federation of University Women, Vice-Chair
Seaway Valley Community Health Centre, Board Member
Association of Fundraising Professionals

Education & Continuing Professional Development

2021 -	<i>Master of Adult Education, St. Francis Xavier University, Antigonish, NS Expected to graduate in 2024</i>
2021	<i>Project Management Certificate, Saint Mary's University, Halifax, NS</i>
2019	<i>Mental Health First Aid, The Working Mind, The Inquiring Mind, MHCC, ON</i>
2015	<i>Learning Organizations & Change Certificate, Coady Institute, NS</i>
2015	<i>Leadership Diploma, St. Francis University, Antigonish, NS</i>
2014	<i>Collective Impact Certificate, Tamarack Institute, Toronto, ON</i>
2012	<i>Economic and Social Rights in Canada, Canada Without Poverty, ON</i>
1999	<i>Graduate Degree in Administration, Concordia University, Montreal, QC</i>
1997	<i>Electronic Office Systems Certificate, Concordia University, Montreal, QC</i>
1996	<i>Bachelor of Arts Psychology, Concordia University, Montreal, QC</i>