

Peter Kinney

A highly motivated, results oriented, accomplished business executive. Successful track record in sales, operations and strategic growth in the equipment rental and sales industry.

Skills

- Executive Leadership
- Contract Negotiation
- Strategic initiatives and direction
- Business development
- Budget and capital
- Lean operations and continuous improvement

Experience

General Manager / Waterworks Pools and Spas, Moncton, NB **2022-Present**

- Responsible for organizing and creating new processes to streamline business operations.
- Implementation of new accounting firm and software
- Creating and reviewing budgets
- Overseeing P&L for Installation, retail, and service departments
- Sourcing and securing product lines for the retail business.
- Daily operations of Install, Retail and Service Department
- Strategic initiatives to grow the business organically and through acquisition.

Director / Kent Mobile Shelters, Bouctouche, NB **2010- 2022**

- Oversee sales and account management across Atlantic Canada.
- Securing Key account structures for external and internal customers.
- Responsible for the P&L of the fleet department
- Thirteen direct reports over two locations (Bouctouche and Argentea NL)
- Developing business plans for capital deployment
- R&D for new fleet builds and refurbishment of older units
- Cost cutting initiatives, zero based budgeting and re-negotiation of vendor agreements
- Monitoring and approval of Purchase orders
- Gathering data, assembling presentations for weekly management meetings, monthly VP meeting and quarterly meetings.
- Process improvement across Residential, Commercial, fleet and manufacturing.
- Collaborate with other J.D Irving companies in a business development role to increase brand awareness and expand footprint of services across Atlantic Canada.

Territorial Sales Representative / Cat Rental Store, Moncton, NB **2008 - 2010**

- Grew market share with current customer base by increasing sales volumes sourcing new customers.
- Assisted the branch with stock orders, purchase order processing, procurement for equipment and supplies, improving processes for both rental flow and service department.
- Involved with P/L's of the branch and monitored ROI on rental gear.

Education

CPA Atlantic School of Business **2022-Present**
Preparatory courses

Crandall University, Moncton, NB **2011-2015**
Bachelor of Arts Organizational Business Management /Dean's list

NSAC, Truro, NS **2002-2005**
Environmental Horticulture

NBCC, Woodstock, NB **2000-2001**
Diploma, Landscape Technology

Activities

Volunteer Coach in Moncton minor Hockey and Atlantic Hockey Group for several seasons.

Second Term with the Local Board of the Canadian Rental Association (Vice President/ President).

Regional Director of the National Board of the Canadian Rental Association.

Active member of the New Brunswick, Nova Scotia, and Prince Edward Island Construction Associations.

Enjoy Golf, cooking, mechanic work and woodworking in my spare time.