

# Steven Manchak

## Engagement Manager



Based in Fernie, British Columbia, Canada

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### Areas of Focus & Expertise

- Sales Process
- Relationship Management
- Strategy & Development
- Engagement Management
- Leadership & Team Performance
- Contract Negotiations

I am a business strategist, relationship management, and sales expert with over 22 years of experience. In my role as Engagement Manager, I build and manage project teams to deliver high-quality solutions on time and within budget.

I am passionate about assisting clients through periods of growth and development. As a specialist in Sales Performance, I bring my knowledge and expertise to assist clients in identifying and improving on areas to meet targets and increase their market presence and overall success. I pull from my experience working across multiple industries including oil & gas, alternative energy, manufacturing, airline & technology services.

I have extensive experience as a mentor and coach, and regularly act as team lead. Through my strong communication skills, I connect one-to-one with each team member to ensure they are using their skill set to the best of their ability.

When I'm not working, I enjoy spending time with my family, skiing, fishing, biking and woodworking.

### Featured Services

Strategy & Planning  
Risk Profile Analysis &  
Business Model Assessment  
Execution & Performance  
Management

### Technology Solutions

Data Sentinel  
CRM – Sales Process &  
Playbook tools  
Apptio

### Companies

American Logistics  
Shell  
Dexterra Group Inc.

### About avantage

For over 15 years, Avantage has been building a trusted brand, engagement by engagement. We are privileged to serve the organizations we work with, that include some of the most recognized brands in the world.

Our growth strategy is based on providing the specialized skills required to help our leading enterprise clients adopt the modern capabilities required to compete and innovate in a disruptive world. With a results based approach, we combine great people with advanced IP, tools and systems, that positions us a notch above in a highly competitive marketplace.

