

# David Wen

[www.justsaywen.com](http://www.justsaywen.com)

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## EDUCATION AND AWARDS

### **National Winner of:**

- Canada's Top 20 Under 20 Award
- Canadian Millennium Excellence Scholarship
- Export Development Canada Scholarship in International Business

### **Bachelor of Commerce Candidate, Queen's University**

2005 - 2010

- G.P.A.: 3.7; Commerce Avg: 81.9%; Overall Avg : 80.8%
- Gap year in 2009 to pursue entrepreneurial venture

### **Languages:**

- Fluent and literate in English, Mandarin, Taiwanese; Conversational in French and Japanese

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## WORK EXPERIENCE

### **Consultant, SECOR Consulting**

2010 - Present

- Providing strategic consulting work in Toronto, Montreal, and Vancouver in industries such as aerospace and defence, digital media, energy and resources, and healthcare
- Helped deliver billion-dollar mergers and financial forecasting models, due diligence work, and large-scale IT transformations, often while managing client teams of 4-12 people
- Fast-tracked from the Analyst position in 18 months due to strong analytical capabilities and consistent performance reviews that exceeded expectations

### **CEO and Co-Founder, Sola Caritas**

2007 - 2010

- Created a website that aimed to be the LinkedIn of the philanthropic world
- Innovated a business model that won over \$35,000 in start-up funding and recognition from Royal Bank of Canada and Impact Entrepreneurship Group
- Worked full-time for a year off university to concentrate on the venture, resulting in the single largest database of volunteering opportunities in Canada
- Networked and cold-called all major Toronto-based marketing agencies, large brands, and community partners, resulting in 12 companies and 5 NGO partners to join our beta test

### **Finance and Marketing Metrics Analyst, rL Solutions**

2007

- Built data-mining tools to analyze and project the company's financial health and sales
- Researched and designed new financial models resulting in more accurate pricing sheets that helped decrease break-even time per sale from 4 years to 2.5 years

### **Franchise Owner and Manager, College Pro Painters**

2005 - 2006

- Funded, marketed, and managed own painting company in central Toronto
- Solid selling skills garnered the highest profits and sales for any rookie in Ontario and second in Canada, with \$42,000 in profits from \$140,000 in sales
- Delegated 15 employees on 75 different sites in an efficient manner, resulting in the largest franchise turf of any franchisee in Ontario that year

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## LEADERSHIP ROLES & OTHER ACTIVITIES

### **Founding partner, DWAK Ventures**

2011 - Present

- Co-founded this entrepreneurial think tank and working group aimed at innovating business and non-business ventures
- Created ventures that include iPad rentals, New Business Press, and Arbitrage

### **Founder and Head Coordinator, Time Auction**

2007 - Present

- Invented a system to auction off donated items using volunteer hours instead of money
- Raised 7,055 volunteer hours to date on over \$10,000 in product donations

### **General interests and hobbies**

- Backpack traveling, creative writing, sports where height matters, chess, ukulele