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# ANDREA WATT, BSC

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## FAMILY MEDIATOR

I am a Family Mediator and Information and Referral Coordinator (IRC) with AXIS Family Mediation. I work at their Brantford, Simcoe and Cayuga locations. I bring a complimentary skill set from successful Sales and Not-For-Profit Fundraising careers. As a mediator, I am a strategic, confident and challenge-driven individual. I have proven to be an articulate, tactful and diplomatic communicator who builds positive rapport with persons of all levels, cultures and backgrounds. I instill confidence for all to succeed with meeting their goals. My core expertise includes:

• Excellent Listening Skills	• Empathetic
• Communication	• Strong Ability to Maintain Neutrality
• Organization	• Team Player
• Strategic Planning	• Naturally Curious

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## PROFESSIONAL EXPERIENCE

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Kidney Foundation of Canada –Central Ontario Branch <http://www.kidney.ca/> 1996 – 2010  
I started working for the Kidney Foundation part-time when our son was born with a significant kidney condition. My sales background helped me to achieve success in the fundraising sector of this organization. I took on more responsibility within the charity as he grew older and his health improved. *Held the following 3 progressively responsible positions:*

**FUNDRAISING COORDINATOR- MARCH DRIVE-Central Ontario** 2004 - 2010

- Credited for displaying firm leadership and executing a profitable campaign. March Drive is the single largest and most important fundraiser for the Kidney Foundation.
- Instrumental in realigning the underperforming geographic regions. Campaign costs were reduced by 6% the first year and 10% the last year.
- Campaign goal of \$ 550 000 was exceeded by 7% in my final year.
- Responsible for managing a volunteer recruitment of 6000, and staff of 11 area coordinators and 2 regional managers.
- Successful in building and maintaining synergy and rapport with staff and volunteers, enhancing their perception of the organization's image during area changes and increased competition.
- Conflict resolution and problem solving were an important part of my role.

**AREA COORDINATOR-MARCH DRIVE- Central Ontario-Oakville** 1997 - 2004

- On a part time basis, I was fully responsible for achieving a fundraising goal of \$45,000 for March Drive campaign.
- Responsible for 300 canvassers and 40 Team Leaders.
- Duties included recruitment of volunteers, area coverage management, weekly statistical reports and volunteer retention maintenance.
- In my last two years in the role of Area Coordinator, I was promoted to Regional Manager, overseeing Mississauga, Brampton and Georgetown/Milton in addition to my Oakville area responsibilities.
- Participated in other fundraising activities for the branch which generated over \$100,000. This included their Gala and Halloween Campaign.

**SENIOR ACCOUNT MANAGER-Today's Temporary-Hamilton Ont**

1994 - 1996

- Responsible for all areas of sales/business development in the Hamilton Branch.
- Services provided by Today's were primarily short term staffing in all areas of employment. More technically focused (i.e. Information services, finance) job filling was the company's core focus.
- Achieved success in growing area sales by 28% in a 2 year period. Profits were increased by 8% my first year and 12% the second year.
- Promoted to Branch Manager prior to Maternity leave.

**TERRITORY MANAGER-Tenex Data Corp-Toronto Ont**

1991 - 1994

- Actively managed all sales and business growth in a Toronto geographical territory.
- Products sold were computer supplies. Core focus on stock tab and laser cartridges.
- Responsible for 20 National Accounts and 37 head office locations.
- Sales quotas consistently surpassed. Member of the 100% club all 3 years.
- Annual sales exceeded 2 million by 1994 effectively doubling my initial territory size.

**ENTREPRENEUR- Sparkle Star Window Cleaning**

1989 & 1990

- Summer Employment during University
- Built a successful window cleaning business in the Oakville area. Sales \$37,000. Employed 3 people.
- Fully managed all areas of the business including sales marketing and employee management.
- Sold the business in 1991 for \$7000.

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**EDUCATION**

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Ontario Association of Family Mediators (OAFM)  
**Accredited Family Mediator**

2016

Riverdale Mediation Toronto, Ontario  
**Family Mediator Training and Internship**

2015

York University Toronto, Ontario  
**Certificate in Dispute Resolution**

2014

University of Guelph Guelph, Ontario  
**BACHELOR OF SCIENCE**

1996

Strong proponent of continuing education, selected courses and seminars include:

• Key Account Management Tandem	• Effective Negotiation
• Strategic Account Management	• Canadian Securities Course (May 2008)

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**PERSONAL**

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Married, 2 children (17 and 20 years)  
Interests include reading, long distance running and sailing  
Registrar Oakville Stokers