

# KAROL K. HANSMA

## EDUCATION

- ☑ Bachelor of Business Administration, Policy Analysis/Marketing, 1993,  
Simon Fraser University, Burnaby B.C.
- ☑ BA Political Science, International Affairs, 1993  
Simon Fraser University, Burnaby, B.C.
- ☑ Business Cooperative Education Program

## PROFESSIONAL EXPERIENCE

September 1996 - *Manager:* Westcoast CED Consulting Ltd., Vernon, B.C.

- Assist with preparation of business plans, community strategies
- Assist with the development of business proposals
- Primary Data Analysis
- Database management
- Background research
- Desktop publishing

February 1996 - *Junior Consultant:* Westcoast Centre for Development

June 1996 Management, Vernon, B.C.

- Reworking curriculum for Self-Employment Training Assistance Program
- Information gathering in the Carrier Sekani Tribal Council, Nuuchahnulth Tribal Council, Pavilion Indian Bands & Xaxli'p First Nations Territorial Claim Areas for the BC Ministry of Agriculture, Fisheries and Food
- Assisting with project work including work on:
  - Agriculture Profile of the Gitksan Wet'suwet'en Region
  - Golden Economic Development Commission Action Plan
  - Tsliquotin' National Government Economic Strategy
- Project work involving: Strategic Planning, Community Economic Development and Roles & Responsibilities of Boards of Directors

April 1995 - *Marketing Coordinator:* Westcoast Centre for Development

January 1996 Management, Vernon, B.C.

- Developing marketing plan for the distribution & sale of Westcoast's materials on Community Economic Development
- Sales & invoicing of CED Resources
- Coordinating Westcoast presence at Conferences across Canada

July 1994 - *Advertising Consultant:* Vernon Daily News, Vernon, B.C.

March 1995

- Advertising sales
- Layout and design of advertising
- Establishing new clientele and maintaining existing clientele

*K. Hansma Resume – cont.*

November 1993 - *Office Manager/Editor:* Association of Collegiate Entrepreneurs  
February 1994

- coordinated National Youth Entrepreneurship Conference
- helped youth develop the necessary skills for small business start-up

January 1993 - *Marketing Specialist:* Northern Telecom Canada  
August 1993

- Characterized market segments & identified new opportunities for applications
- Coordinated Developers at trade show events
- Developed Competitive Analysis Documents

May 1992 *Peer Counselling:* Simon Fraser University  
June 1992

- Advisor for new and returning coop students

September 1991 BC Ministry of Finance & Corporate Relations  
December 1991 Government Personnel Services Division  
*Research Assistant*

- Compiled costing & research information to support labor negotiations
- Developed labor proposals
- Organized & updated briefing materials

January 1991 *Post Assessing Specialist:* Revenue Canada, Taxation  
April 1991

- Evaluated tax information & presented analysis
- Researched and identified strategies of action
- Developed decision-making skills

May 1990 *Records Administrator:* Transport Canada  
August 1990

- Developed a company Office Procedures Manual
- Developed courier contract for office mail

May 1988 *Research Specialist:* Armstrong/Spallumcheen Chamber of Commerce  
September 1988

- Worked with Vancouver consulting team developing plan for the revitalization of downtown Armstrong
- Developed & administered survey of local residents