

Dennis G. Sampson

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Senior Management Consultant

Performance-driven strategist, advisor, and change agent with proven expertise identifying and solving complex business and organizational problems to harvest unprecedented value and power growth. Collaborative leadership style drives cross-functional, international teams resulting in sustainable transformation and organizational process and performance improvements. Analytical, creative visionary, proficient at developing meaningful blueprints for best practices that advance agendas and exceed goals in high-pressure, dynamic environments. Strong communicator, highly skilled at interpreting and conveying multifaceted data, information, and ideas in messaging, documentation, and presentations. Ethics advocate dedicated to delivering results with the highest level of integrity and professionalism.

Areas of Expertise

- New Business Development
- Client Relationship Management
- Strategic Direction
- Strategic Alignment
- Team Development & Leadership
- World-Class Optimization
- Business & Operations Analysis
- Talent Management
- Asset Performance
- Maintenance & Reliability
- Project Management
- Process Improvement
- Budget Development
- Cost Management
- Research & Development
- Reporting & Presentations

Career History

Meritt International LLC, Houston, Texas, Toronto, Canada

President & Professional Management Consultant | Multiple Engagements, Multiple Locations

Extensive experience leading and directing multi-faceted, international management consultancy projects for Fortune 1000 companies. Accomplished at executing comprehensive analyses to identify opportunities to improve processes and performance. Develop, cost, and implement innovative solutions to meet organizational and business objectives. Expertise in metals and mining, oil and gas, healthcare, food and beverage, life sciences, and forestry, industries.

Select Projects:

Client – International Gold Mining Operation – Europe

Spearheaded and established initial client relationship and directed all new business development initiatives including proposal design and delivery for three-year underground mine and mill turnaround projects in European location. Oversaw all aspects of implementation extensive client interviewing, project staffing and talent management, scheduling, workflow, cost analysis and budgeting, continuous process improvement, and comprehensive reporting to client leadership team. Analysed equipment needs for conceptual process, systems efficiency, reliability, and improvement. Established predictive preventative maintenance practices to improve performance and equipment safety. Increased Underground daily tonnage of ore 218%, with no decrease in development tonnage while reducing cost per ton 28% within six months. Increased Mill recovery 89% while achieving steady mill feed 1.6 Mt/year to process increased volumes.

Client – International Gold Mining Operation – Canada and Mexico

Drove all new business development initiatives from client relationship management to proposal design and delivery for five-year open pit and underground mine turnaround projects in two locations. Oversaw all aspects of implementation of 28 best practices resulting in highest monthly, quarterly, and yearly production in more than 50 years at client locations. Additional proprietary Meritt Methodology initiatives resulted in multi-millions of dollars in annual savings, corporate-wide recognition, and significantly improved morale. On-time delivery performance exceeded 95% while average days late was reduced by 75%. Standard House variance as percentage of run hours was reduced from 62.3% to 9.8% across all product lines.

Client: Canadian Oil and Gas Refinery – Eastern Canada

Led and directed project management of three-year, maintenance excellence transformation initiative at 300,000 bbl/day refinery. Deliverables included extensive client interviewing, project staffing and talent management, scheduling, workflow, cost analysis and budgeting, continuous process improvement, and comprehensive reporting to client leadership team.

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Analysed equipment needs for conceptual process, systems efficiency, reliability, and improvement. Established predictive preventative maintenance practices to improve performance and equipment reliability to achieve the industry top quartile Solomon Rating.

Client – International Food & Beverage Manufacturer – Canada

Developed and directed all aspects of project management for two challenged plants from staffing and talent management, project scheduling and workflow, to cost analysis and budgeting, continuous process improvement, and final reporting. Analysed production line processes and equipment needs for systems efficiency, reliability, and improvement. Established predictive preventative maintenance practices to improve performance and equipment safety. Project resulted in elevating both plant performance levels from bottom 5% to top 10%.

Additional Professional Experience

HSB Reliability Technologies, Houston, Texas

Senior Vice-President | Multiple Engagements, Multiple Locations

Fluor Corporation, Irving, Texas

Principal/Lead Analyst | Multiple Engagements, Multiple Locations

Solomon & Associates, Dallas, Texas

Vice-President | Multiple Engagements, Multiple Locations

SBR International, Toronto, Canada

Vice President

Management Alternatives, Toronto, Canada

Vice-President | Multiple Engagements, Multiple Locations

Brooks International, Toronto, Canada

Managing Director | Multiple Engagements, Multiple Locations

Alexander Proudfoot, Toronto, Canada

Vice President | Multiple Engagements, Multiple Locations

Perfax Systems International Corp, Vancouver, Canada

President & CEO

Mobile Data International, Vancouver, Canada

General Manager

General Electric Calma, Vancouver, Canada

General Manager

Touche Ross & Co, Calgary, Alberta

Auditor

Education and Credentials

Bachelor of Arts Degree | University of Ottawa, Ontario, Canada

Accounting/Business Courses for Chartered Accountant | University of Calgary, Alberta, Canada

Certificates

Certified Management Consultant (CMC) | Certified Asset Performance Consultant (CAPC)

Professional Associations

CMC, ICMCI