

Trevor Kray

Managing Partner

Based in Vancouver, BC, Canada

Phone: 1-604-817-1417

Email: trevor.kray@avantage.com



I'm a business and technology leader with 20 years of entrepreneurial and consulting experience. My early career began in family business, where I grew into a key executive role responsible for sales, marketing, technology, real estate and franchise operations. During that time I learned to use technology to create a competitive advantage in a traditional industry and helped transform a small company into an industry leading franchise with 70+ locations.

Eventually I moved on to building and financing disruptive tech start-ups as a Managing Partner in boutique investment and advisory firm that provided corporate finance, strategy and development services for early stage technology companies.

The next 10 years focused on working with large enterprises using information as a strategic tool to improve their ability to execute. I helped customers improve business processes and overall performance using enterprise strategy along with software and professional services. These processes helped many industry leaders to streamline business performance and maximize investments.

In 2014, I saw an opportunity to ride the next wave of change in professional and management services, so I joined avantage. As an avantage partner I can use my knowledge, advanced techniques and applied research to uncover what is limiting performance, then deliver practical solutions to better align investments, activity and capabilities required to achieve stated objectives.

Professional Skills

Provides critical thinking.

Works with global, complex organizations.

Specializes in strategy and business Intelligence.

Aligns business strategy, people, technology and execution capabilities.

Manages complex relationships and situations while identifying and managing risk.

Builds high performance teams, committees and boards.

Professional Highlights

- 20 years of entrepreneurial and consulting experience.
- Managed one of the largest IT Outsourcers in Canada.
- Held several board and industry body positions
Lead winning over \$135M in contracts.
- Provided consulting and technical services to:
 - **Microsoft**
 - **Telus**
 - **SAP**

About avantage

For 12 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.

