



Laura Schick

Vice President, Business Development

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Education

Honors Bachelor of Arts – Geography/Urban Studies

Wilfred Laurier University, Waterloo, ON

Certificate in Human Resources (CHRM)

Sheridan College, Oakville

Experience

ROAR ENGINEERING

Vice President, Business Development

2026 – PRESENT

Prospect business partners and developing commercial relationships with industry leaders

Develop annual marketing and sales plans based on research and ROAR goals

Coordinate and optimizing regional sales and market growth strategies

ParioQuantify (originally named MBC Group)

Director, National Account Management

2024 – 2026

Responsible for developing and enhancing sales strategies and sourcing new avenues of business
Effectively lead a team of Regional Business Development Managers through guidance and mentoring

Develop yearly Business Development budget and maintain cost control over expenses to ensure ROI on expenditures

Maintain and foster relationships with key clients to ensure continued support and up-sell whenever possible

Represent the brand at industry events & utilize these networking opportunities to grow the customer pipeline

Charles Taylor Adjusting, Toronto, ON

Director, Client & Operations

2022 – 2023

Drive organizational and operational strategy with actionable & measurable goals for company execution

Produce strategic initiatives for performance and growth which support the organization-wide goal setting to achieve budgeted annual operating outcomes

Strategic partner to the Managing Director, Canada overseeing corporate operations

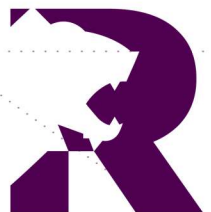
Responsible for the day-to-day operating activities and management routines including:

Business Development functions

Research and data analysis

Financial performance, budgeting and reward

Laura Schick



Spearhead all communication initiatives both internally and externally to strengthen the perception of the Charles Taylor team & brand.

ServiceMaster Restore, Mississauga, ON
National Business Development Manager

2016 – 2022

Responsible for the daily account management of service to key insurer clients
Single point of contact for ServiceMaster's national CAT Response – capacity & resource management, liaison with key insurer clients
Professionally handle all issue resolution/escalations for the national network of franchises
Responsible for developing and enhancing Sales & Marketing strategies and sourcing new avenues of business
Drive performance improvement through KPI management of the ServiceMaster network (internal scorecard & customer scorecards)
Professional brand representation at industry events

ServiceMaster Restore, Mississauga, ON
Business Development, Ontario

2010 – 2015

Key account manager for regional claims personnel at insurance companies, participating in issue resolution and answering questions regarding insurer contract terms, conditions and procedures
Working to develop sales & marketing initiatives that align with the ServiceMaster Restore business objectives to further establish brand awareness, relationships and client accounts within Ontario
Represent the brand at industry events & utilize these networking opportunities to grow the customer pipeline

Community Involvement

Honored to be named WICC Volunteer of the Year
WICC Gala Committee
WICC Golf Tournament – registration desk
League of Extraordinary Insurance Women (LEIW) – member
OIAA Provincial Conference Organizing Committee (2013)
St. John XXIII Parent Council Chair

Nov 2025
Jul 2013 – Present
Jul 2010 – Present
2017 – Present
2011 - 2013
Sep 2009 – Jun 2018

