

March 19, 2020

Organizational Announcement

Appointment of Jeff Cunning,
National Business Development Manager



I am pleased to announce that Jeff Cunning has accepted the role of National Business Development Manager with the International Projects Group (IPG) effective March 23, 2020.

Jeff will lead the national EPC team for Rexel IPG and will be responsible for developing business with Global EPC customers based in British Columbia & Alberta and will interface with IPG offices globally, enhancing Rexel's ability to win projects. Jeff started his career at Westburne in 1992 as a high school summer student, working every position in the warehouse and at the counter. While earning his Bachelor of Science at the University of Calgary, Jeff continued to work with Westburne during semester breaks. He was hired by Westburne in June 1999 in a Marketing role and quickly progressed through the company working in various positions, including inside sales, quotations, outside sales and was the Business Development Manager for the Oilsands Group. Jeff went on to work for Redhill Systems (became Powell Edmonton) as the Sales Manager and thereafter was the Southern Alberta Sales Manager for Rockwell Automation. Prior to being rehired by the Rexel IPG group in October 2017, Jeff was the VP of Sales for Jet Power and Controls, an independent power OEM.

Jeff has significant experience in covering EPC's both domestically and globally and a proven track record of success in winning large projects. Jeff's background and experience will be invaluable in helping Rexel IPG meet its strategic objectives.

Jeff is a graduate of the University of Calgary with a degree in Sciences and has taken advanced technical and sales training courses.

Please join me in congratulating Jeff and wishing him the best in his new role.

Sincerely,

Roger Little
CEO, Rexel Canada Electrical Inc.