

Donald Haché (Don)

Don has years of professional experience managing startups and established companies. As a resilient, results driven strategic and decisive leader, Don utilizes his entrepreneurial skills and the Scaling Up framework towards the growth of the individual(s) for the mutual growth of the company and operations.

Don brings focus to companies in all business development stages – start-up, scale up, fast-growth challenges, steady state business, relocation, downsizing and shut-downs. He has extensive experience in needs assessment, design, strategic thinking and execution planning (there is a difference), leadership development, coaching, performance assessments, mergers and acquisitions (USA/CND) and succession management.

Don has a background in small, medium and large-scale development, implementation and system integration projects, with emphasis on taking small to medium privately held businesses to the next level for growth towards structured corporations, sustainable revenue, acquisition or sale, in domestic and international markets. Don has exposure to public sector, international trade service-based economies, industrial automation, commercial, transportation industries, professional services, IT, Telecom sectors and software development environments. He has a successful record of managing and motivating diverse teams, providing guidance, mentoring, committed to quality and client satisfaction.

Having started small to medium size companies, Don understands the challenges entrepreneurs are faced with, and has a track record of building these companies and turning them into successful operations. As a resilient, result driven, strategic and decisive leader Don utilizes his entrepreneurial skill set towards the growth of the individual(s) for the mutual beneficial growth of the operations, as a consummate learner he shares what he learns.

Don is an Engineering graduate. Fluent in English and French, with basic conversational Spanish, Don enjoys world wide networking, traveling with family and friends.

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[Futurpreneur Canada 2017 Award Winner](#)



Testimonials

Aaron Laine RND Automation and Engineering LLC

I wanted to thank you for not only involving us in the “Remove the barriers to Business Growth Scaling Up Workshop”, but also for the mixture of Gazelle and Rockefeller Habits that we’ve been using for the last few years. Currently, we’ve just received the same amount of orders in the last month that we normally used to get in 6-8 months, and we’re able to handle the load. That’s mostly due to our ability to communicate effectively, utilize standards, and we’ve now got the right people in the right places. The work-flow is so much smoother now, and that allows us to bring much more business through our company. Before, the issues became exponential as more work came in. Now, there’s a process for everything, so issues are manageable even when the throughput is increased.

There is no question in my mind that focusing on the People, Strategy, Execution and Cash segments and working out the road blocks in those areas, the flow that I used to think wasn’t possible, just happens.

Thank you.

Aaron Laine | Director of Operations | RND Automation & Engineering LLC
May 01, 2017

Rob Monson: CEO Ten-Fold Advisors | Business Acceleration Expert | Gazelles International Coach

Don has the amazing ability to get to the heart of strategy, execution, and cultural issues as quickly as anyone I've ever met. He has the uncanny ability to know exactly which tools and principles will solve a CEO's greatest growth issues. He has advanced knowledge of Scaling Up and the Rockefeller Habits, which help companies, grow faster. Don's thorough insights and easy-going personality make him a pleasure to work with. I highly recommend Don as an executive coach!

Richard Manders Founder at 3rd Eye Coaching & Free Scale Coaching

I have known Don for roughly 20 years. During that time, I have enjoyed working with him in a couple of different companies. He has impressed me with his vision, drive and ability to produce results. In my current position I have gotten to know him as a fellow coach and have observed him with clients and doing presentations. He has taken is broad and varied experiences and now uses them to help other companies break free and scale their businesses to the next level. If you looking for a coach or adviser, I would highly recommend you speak with Donald.

August 14, 2015, Richard was with another company when working with Donald at Selltron Group Inc.

Betsy Allen : Executive Coach, Sales Training, Strategic Planning Consultant

Don is the ultimate business leader with a propensity toward humility, teamwork, and developing people. His expertise is unequalled. He thinks, learns and processes information quickly! Having worked with Don on many projects, I've learned what Don is all about: it is fun, not work! If you have a chance to enjoy Don or his company, take it, you will never regret it!

Betsy worked directly with Donald at Selltron Group Inc.

[Osama Abdallah](#)

Business Development at MOBIA Technology Innovations

Like many other people who enjoyed working with Don, I'd like to work with him again at any time with full trust and confidence that he will be always a leader to success

Osama reported to Donald at ARCOM Telecom Ltd. (Mobia Technology Innovations)

[Mark MacPhail](#)

Partner, Chairs Limited

Without a doubt one of the brightest individuals I've ever known. Don displayed a deep understanding of industrial automation, of business and of people. I have often envied and relied on Don's steady as you go demeanor, and consider myself very lucky to have had him as a mentor, a boss, and a friend. I would not hesitate to recommend Don in any of his future ventures.

Mark reported to Donald at Rotalec