

# EXPERT ADVISOR

## ERICA GRAY

### Director of Sales and Service

Erica Gray joined KJA in 2012 and has worked in most departments including consulting, client services, sales, marketing & human resources, etc. Ms. Gray currently provides executive oversight for KJA's national accounts and account managers and oversees the onboarding of new national clients and associated services.

Her managerial experience includes:

- Business development and financial management;
- Sales and marketing;
- Account management and client relations;
- Modernization project supervision and management;
- Maintenance management program supervision;
- Personnel support and mentoring.
- Client on-boarding and asset management training

Ms. Gray is involved with numerous vertical transportation projects based in Canada as well as the US. In addition to this involvement, Ms. Gray has done extensive work for City of Toronto, Dream Property Management, Crossbridge, QuadReal, BentallGreenOak, GWL Realty, Canadian Tire, H&M, Hilton Hotels etc.



Technical experience:

- Proposal and invoice reviews
- Specification drafting and review
- Strategic equipment selection and planning
- Contractor engagement and liaison
- Procurement assistance and contract negotiation