



# PAUL FORTIN

## Vice President, Business Development

### CONTACT

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### EDUCATION

- Carleton University BA, Political Science
- Algonquin College, Marketing (General)

Paul has over 25 years of domestic and international business development expertise. He has held senior positions within Canada's largest law firms where he was responsible for managing the Life Sciences, Defence and Security Practice Groups. This included working with a full spectrum of companies from start-ups to mature global brands. He as well had oversight of international initiatives which involved doing work in the US, UK, Asia Pacific, and the management of overseas offices in Hong Kong and Beijing China.

At Stratford Intellectual Property, Paul is responsible for domestic and international business development as well as client retention to support the firm's national Intellectual Property group. He manages and maintains strategic reciprocity and referral alliances with international law firms and complimentary service providers (banks, accounting, communications, and insurance firms).

Paul is a designated Global Affairs Canada "Champion" where he is frequently invited to participate in Government of Canada trade missions to speak on doing business in Canada and attracting foreign investment.