

JP CLOUTIER

Fleet and Mobile Asset Leader | Lifecycle Planning, Vendor Contracts, Electrification, Compliance

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Bilingual English and French | Valid Alberta Class 5 Licence

PROFESSIONAL SUMMARY

Fleet and mobile asset leader with national, multi-province scope. Managed a 1,000-plus vehicle national fleet at Intact Insurance with a \$10M to \$15M annual operating budget and more than \$40M in assets, delivering 5 to 17 percent annual cost savings through total cost of ownership analysis, lifecycle planning and vendor negotiation. Reported cost, performance and compliance results to senior leadership in English and French.

HIGHLIGHTS OF QUALIFICATIONS

- **Cost reduction:** Averaged approximately \$1.58M in annual savings, mostly through negotiated new unit purchases. Earlier, cut Alberta repair spend from \$13M to approximately \$9.7M.
- **Electrification:** Co-developed the enterprise EV strategy, deployed 170 electric vehicles and exceeded deployment targets ahead of schedule in 2023, 2024 and 2025 through global supply shortages.
- **Uptime:** At Enterprise, cut average vehicle out-of-service time from 17 business days to 3 across approximately 12,000 vehicles.
- **Specialized equipment:** 400-plus message board trailers, crash attenuators and approximately 175 ITS deployments with Alberta Transportation and municipalities.
- **AI-built fleet tools:** Developed five browser-based fleet analysis tools with an AI assistant, including a repair invoice checker and an EV vs. gas cost-of-ownership calculator (jpccloutier.com/fleet-toolkit).

CORE COMPETENCIES

- **Lifecycle and Budget:** Total Cost of Ownership · Lifecycle Planning · Operating Budget Administration · Repair vs. Replace
- **Vendors and Procurement:** Vendor Contracts · KPI Oversight · OEM and Leasing Negotiation · Supplier Agreements
- **Compliance and Safety:** Fleet Policy · Taxable Benefit Compliance · Fuel Card Administration · Driver Onboarding
- **Electrification and Equipment:** Fleet Electrification · Trailer-Mounted Equipment · Intelligent Transportation Systems
- **AI, Analytics and Systems:** AI-Assisted Analysis · Utilization Analytics · Holman and Element FMS · Advanced Excel · Bilingual Executive Reporting

PROFESSIONAL EXPERIENCE

Manager, National and Executive Fleet

December 2022 to July 2026

Intact Insurance | Edmonton, AB | 1,000-plus vehicle national fleet supporting 24/7 claims operations and 180-plus executives

- Administered a \$10M to \$15M annual operating budget and more than \$40M in assets, delivering 5 to 17 percent annual cost savings, averaging approximately \$1.58M per year, mostly through negotiated new unit purchases.
- Led high-value negotiations with major automotive manufacturers, leasing partners and service providers, and stewarded national supplier agreements for performance and long-term value.
- Co-developed the enterprise electric vehicle strategy targeting full electrification by 2030. Deployed 170 electric vehicles, executive fleet included, and specified hybrid or electric models for every regular-fleet replacement, exceeding deployment targets ahead of schedule in 2023, 2024 and 2025 through global hybrid and EV supply shortages.
- Quantified and tracked spare vehicle inventory, applying utilization analytics to keep idle spares to a minimum against 24/7 claims demand.
- Held vehicle availability and surge capacity for claims teams deployed to major weather and disaster events across the country, coordinating interim units on short notice.
- Reported cost, performance and compliance KPIs, compiled from two fleet management platforms (Holman, and Element for the fleet acquired with RSA) and internal data, to senior leadership in English and French.
- Governed annual fleet policy, taxable benefit compliance, driver onboarding and the fuel card program, including usage and exception review.
- Managed all 180-plus executive vehicle requirements alongside national operations. Led a team of three fleet administrators and partnered with Finance, Legal, Human Resources and Sustainability on financial and ESG commitments.

Supervisor, Technical Services and Fleet Repairs

July 2019 to December 2022

ATS Traffic | Edmonton, AB | Field-based road safety operation serving Alberta Transportation, municipalities and emergency services across Western Canada

- Managed the VER-MAC message board trailer and SCORPION crash attenuator certified service groups.
- Led repairs and maintenance strategy for a large rental fleet and all traffic trailer assets, including 400-plus message board trailers, 2 crash attenuators and 10 scout camera units.

- Directed five technical staff across three integrated teams: a welder and trailer mechanic, two electronic repair technicians, and two electricians in the ITS service department, plus the administrative staff supporting repair and service operations.
- Oversaw approximately 175 ITS deployments, pilots and prototypes with Alberta Transportation and municipalities, running 3 to 4 projects at a time, including Miovision, RTB and EMS pre-emption systems, custom gates and custom control systems.

Business Development Manager

June 2017 to July 2019

Celestial Wine and Spirits | Edmonton, AB

- Grew territory sales more than 300 percent in 2018, managing 56 SKUs against approximately 27,000 competing products, and improved profitability through strategic purchasing and cost management.

EARLIER CAREER

Provincial Repair Manager, Alberta and Quebec

Enterprise Holdings (Enterprise, National and Alamo Rent-A-Car) | approximately 60 branches in each province, approximately 12,000 vehicles in Alberta

- Reduced Alberta repair spend from \$13M to approximately \$9.7M annually, roughly 25 percent, and cut average vehicle out-of-service time from 17 business days to 3, an 82 percent reduction.
- Negotiated a national agreement with a new rate structure that delivered more than \$978K in recurring annual savings, with improved service and quicker turnaround for all Canadian groups.
- Built the Quebec Vehicle Repair Department after promotion from top branch performer; it received the Exceptional Achievement Award twice and ranked in the top 10 percent of global operations. Recruited by Enterprise headquarters to apply the same model in Alberta.
- Managed, trained and supported more than 60 branch management teams on fleet repair, warranty and maintenance, and held regular KPI meetings with every Alberta vendor.

General Manager and Interim Chief Operating Officer (Owner-Operator)

Aaron Taxi St. Albert | St. Albert, AB

- Bought and grew a passenger transportation business with full profit and loss accountability, increasing revenue 345 percent in three years. Assisted in the transition and sale to TappCar.

PROJECTS

Fleet Cost Toolkit | jpcloutier.com/fleet-toolkit

October 2026

- Developed five browser-based fleet analysis tools with an AI assistant: a repair invoice checker, an EV vs. gas cost-of-ownership calculator, and vendor spend, downtime and spare pool analysis. The tools run on sample data or a fleet's own CSV or Excel files.

EDUCATION AND CERTIFICATES

- Project Management Certificate, Northern Alberta Institute of Technology (NAIT)
- Project Leadership Certificate, Northern Alberta Institute of Technology (NAIT)
- Construction Management Certificate, Alberta Construction Safety Association (ACSA)
- National Construction Safety Officer (NCSO), ACSA: all course requirements completed; final audit component outstanding
- Introduction to Claude Cowork, Anthropic. Certificate of Completion, July 2026
- Claude Platform 101, Anthropic. Certificate of Completion, July 2026

VOLUNTEER

- Executive Board Member, Edmonton Real Estate Investors Association, November 2022 to present