

## 2016 Delegate Profile

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### **Name:** Derek Major

**Personal Motto:** “Think Big. Start Small. Measure & Learn By Doing.”

**Location:** Vancouver, BC

**Twitter:** [@derekmajor](https://twitter.com/derekmajor)

**LinkedIn:** <https://www.linkedin.com/in/derekmajor>



### **My Company**

**Name:** Eligeo CRM Inc.

**Founded:** 2008

**Website:** <http://www.eligeo.com>

### **Life as an Entrepreneur**

**The Trigger: Why did you become an entrepreneur? What prompted you to take that first step? How did you develop the concept for your business?**

I became an entrepreneur because I felt like I could contribute to the success of businesses in a better and more meaningful way through my own business. I was initially prompted to take the first step because I didn't want to work in a large corporate environment. I had no problems working with corporate people but to be part of it as an employee didn't leave me with any great satisfaction.

My business model today isn't anything like it was 8 years when I started out. I initially wanted to provide technical computer support back then and today I am providing enterprise and small business CRM solutions and consulting. I found out both what my passion was and what customers really wanted. What they wanted was great software solutions solving the problems their businesses faced while it also just happened to be the part of technology I enjoyed the most.

**Describe your greatest accomplishment/most rewarding moment of your career as an entrepreneur?**

The most rewarding moment of my career so far as an entrepreneur is simply taking the first step to become an entrepreneur. I've grown and experienced so much since I've done this. I wouldn't trade a thing for the experience, knowledge and business acumen I've acquired over the years.

**Please describe your next challenge or plans for your business or for yourself as an entrepreneur:**

My next/current challenge for Eligeo CRM is to continue to build on the momentum that we have been creating the past few years. We are preparing to host a Global Software conference in Calgary, AB in Fall 2016 that will bring technology leaders, vendors, consultants and customers together for an informative gathering and educational conference.