



DAVID RUNCIMAN

Region Team Lead – Western Canada
Dynacare

David has worked in the paramedical industry for over 25 years. He understands how to best serve the Alberta insurance market because he owned and successfully operated the Quality Underwriting Services (QUS) Calgary branch for 10 years before owning and operating the Edmonton branch for 17 years. During his tenure as the Edmonton branch owner, he achieved the highest sales per capita for 2013, 2015 and 2016. Both franchises were successful because David provided advisors with timely, top-quality customer service and ensured applicants had a positive experience.

As a branch owner, David managed the full scope of business operations, including business development, operations, HP management, training and customer service. When QUS was acquired, David joined the Dynacare Insurance Solutions sales team as the Western Regional Manager for Western Canada. His extensive experience as a team leader has provided him with the skill and knowledge to coach his team members to excel in their roles and provide responsive customer service to advisors.