

Madonna Corujo

Chief Executive Officer (CEO)

✉ madonna.corujo@gmail.com

☎ (786) 377-9187

📍 1234 Elm Street, Bismarck,
ND 58501

Education

Bachelor of Science in Business Administration at University of North Dakota

Aug 2007 - May 2012

Some skills I've learned are
strategic planning, marketing,
and financial analysis.

Links

[linkedin.com/in/madonnacorujo](https://www.linkedin.com/in/madonnacorujo)

Skills

Business Strategy

Business Planning

Financial Management

Organizational Development

Change Management

Human Resources Management

Languages

English

German

Hobbies

Golf

Basketball

Running

Employment History

Chief Executive Officer (CEO) at Microsoft, ND

Jun 2022 - Present

- Led a team of 100 employees to generate \$10 million in annual revenue.
- Grew market share by 10% year over year for 3 years.
- Achieved cost savings of \$5 million through process improvements.
- Introduced new product that achieved 20% penetration in target market within first 6 months.
- Expanded into new markets and generated \$2.5 million in incremental sales.

Senior Executive Officer (SEO) at Apple, ND

Aug 2018 - May 2022

- Led the development and implementation of a new business model that increased profits by 25%.
- Developed and executed a successful marketing campaign that generated \$2 million in new revenue.
- Negotiated a contract with a key supplier that saved the company \$1 million over the term of the agreement.
- Led the development of a new product line that generated \$5 million in sales within its first year.

Executive Officer (EO) at Amazon, ND

Jul 2012 - Jul 2018

- Led a team of 5 executives and 25 staff members to increase sales by 15%.
- Negotiated and implemented new contracts with vendors that saved the company \$250,000 annually.
- Developed and executed a marketing plan that increased brand awareness by 20%.
- Grew departmental budget from \$1M to \$5M in 3 years.
- Hired and trained 10 new employees.

Certificates

Certified Public Accountant (CPA)

Sep 2020

Certified Management Accountant (CMA)

Dec 2018

Memberships

American Management Association (AMA)

The Executive Leadership Council (ELC)