

Ritamarie Martyak

Chief Executive Officer (CEO)

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(662) 581-9576



1600 Pennsylvania Ave,
Washington, DC 20500



Education

**Bachelor of Science in
Business Administration at
University of Delaware**

Aug 2008 - May 2012

I have learned excellent communication, problem solving, and time management skills while studying Bachelor of Science in Business Administration.

Links

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

Skills

Business Strategy

Business Planning

Financial Management

Organizational Development

Change Management

Human Resources Management

Languages

English

Urdu

Employment History

Chief Executive Officer (CEO) at E.I. du Pont de Nemours and Company, DE

Mar 2022 - Present

- Led company to become the market leader in its industry, with a 30% share of the total market.
- Grew revenue by 20% last year and increased profit margins from 5% to 10%.
- Reduced costs by \$5 million over the past two years while still increasing investment in R&D.
- Negotiated a new contract with our biggest customer that will increase revenue by \$10 million next year.
- Hired a new CFO who has helped us reduce our debt levels and improve our cash flow position.

Senior Executive Officer (SEO) at JPMorgan Chase & Co., DE

Aug 2017 - Feb 2022

- Led a team of 50+ employees and achieved record sales numbers in Q4.
- Grew market share by 2% year over year for 3 consecutive years.
- Achieved cost savings of \$5 million through process improvements.
- Negotiated favorable terms with vendors, resulting in annual savings of \$1 million.
- Led the development and launch of 5 new products, which generated \$10 million in revenue within the first 6 months.
- Successfully navigated company through economic downturn, reducing headcount by 10% while maintaining profitability.

Executive Officer (EO) at Bank of America Corporation, DE

Jul 2012 - Jun 2017

- Led a team of 10 executives in developing and implementing a new strategy that increased profits by 25% within the first year.
- Negotiated and closed deals with 3 major clients, resulting in an increase in revenue by 15%.
- Developed and executed a plan to restructure the organization which resulted in cost savings of \$1.5 million annually.
- Led initiatives to improve customer satisfaction ratings, resulting in an increase from 78% to 92% over 2 years.
- Implemented new policies and procedures that improved employee retention rates by 5%, saving the company \$500,000 per year.

Certificates

Certified Public Accountant (CPA)

Apr 2021

Certified Management Accountant (CMA)

Dec 2019