

Aggie Keneipp

Executive Vice President (EVP)

🏢 Employment History

Executive Vice President (EVP) at JPMorgan Chase & Co., NY

Apr 2022 - Present

- Negotiated and closed a \$10 million deal with a new client, which resulted in a 20% increase in company revenue.
- Led the development of a new product that generated \$5 million in sales within its first year on the market.
- Successfully managed and grew a team from 5 to 25 members, resulting in increased efficiency and productivity across the board.
- Cut costs by 10% without compromising quality or service levels by streamlining processes and implementing lean manufacturing techniques.
- Achieved ISO 9001 certification for the organization, demonstrating commitment to quality standards and continuous improvement.

Senior Vice President (SVP) at Bank of America Corporation, NY

Aug 2021 - Mar 2022

- Achieved \$100 million in annual sales for the company.
- Led a team of 50 employees to success.
- Grew market share by 5% year over year.
- Implemented new processes that increased efficiency by 10%.
- Negotiated favorable contracts with vendors.

Vice President (VP) at Citigroup Inc., NY

Sep 2015 - Jun 2021

- Led a team of 12 to successfully launch a new product line which increased company revenue by 15%.
- Negotiated and closed 10 deals with high-profile clients, totaling \$5 million in new business.
- Grew departmental budget from \$1.2 million to \$4 million over 3 years while maintaining a 97% satisfaction rating among employees.
- Implemented cost-saving initiatives that saved the company \$250,000 annually.
- Led cross-functional teams in developing strategies that achieved market share growth from 20% to 35%.

🎓 Education

Master of Business Administration at Columbia University

Sep 2010 - May 2015

Some skills I've learned are: critical thinking, problem solving, teamwork, and communication.

📄 Certificates

Certified Executive Coach

Dec 2020

Certified Strategic Planning Professional

Apr 2019

Details

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Links

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

Skills

Business Strategy

Business Planning

Financial Analysis

Organizational Development

Change Management

Human Resources Management

Languages

English

Urdu

Hobbies

Golf

Running

Biking