

# Derriah Burdell

Executive Vice President (EVP)

✉ [derriah.burdell@gmail.com](mailto:derriah.burdell@gmail.com)

☎ (267) 007-0519

📍 1234 Elm Street, New York, NY 10001

## EDUCATION

### Master of Business Administration at University of Nebraska-Lincoln

Aug 2010 - May 2015

I have learned how to manage and lead a team, how to market a product, and how to financial manage a company.

## LINKS

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

## SKILLS

Business Strategy

Business Planning

Financial Analysis

Organizational Development

Change Management

Human Resources Management

## LANGUAGES

English

Japanese

## HOBBIES

Organizing

Crafting

Reading

## EMPLOYMENT HISTORY

### ● Executive Vice President (EVP) at Ameritas, NE

Apr 2022 - Present

- Led a team of 50 employees which generated \$30 million in revenue.
- Grew the company by 30% year-over-year for 3 consecutive years.
- Negotiated and closed 10 deals worth over \$1 million each.
- Achieved 100% customer satisfaction rating.

### ● Senior Vice President (SVP) at Mutual of Omaha, NE

Sep 2020 - Mar 2022

- Led a team of 50 employees to successfully increase sales by 15%.
- Cut costs by 10% without compromising quality or customer satisfaction.
- Grew market share in key territories by 5%.
- Introduced new product line that generated \$12 million in first year.
- Negotiated and secured major contract with ABC Corporation.

### ● Vice President (VP) at Woodmen of the World, NE

Sep 2015 - Aug 2020

- Led a team of 15 people to increase sales by 25% in one year.
- Grew market share in the Northeast region by 10%.
- Developed and implemented a new customer loyalty program that increased customer retention rates by 5%.
- Negotiated and secured a \$5 million contract with a major client.
- Successfully launched 3 new products in the past year.

## CERTIFICATES

### Certified Executive Coach

May 2021

### Certified Strategic Planning Professional

Nov 2019

## MEMBERSHIPS

American Management Association (AMA)

The Conference Board