



Mammie Ou

Senior Vice President (SVP)

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1122 N Main St, Tulsa, OK 74103 

Education

Master of Business Administration at Oklahoma State University

Aug 1998 - May 2002

I've learned how to manage a business, including its finances, marketing, and operations.

Links

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

Skills

Communication



Leadership



Management



Strategy



Business Development



Sales



Marketing



Languages

English



Spanish



Employment History

Senior Vice President (SVP) at Sonic Corporation, OK

Jun 2022 - Present

- Led a team of 50+ employees and increased productivity by 30%.
- Cut costs by \$5 million annually.
- Grew revenue by 20% year over year.
- Negotiated a contract worth \$10 million.
- Led the development of a new product that generated \$8 million in sales.

Vice President (VP) at Chesapeake Energy Corporation, OK

Sep 2016 - Apr 2022

- Demonstrated expertise in developing and managing budgets, as well as forecasting future trends to ensure the financial health of the organization. Over five years, successfully managed a \$2M budget with no deficits.
- Led a team of 15 managers and 100+ employees; created and implemented strategies that improved employee satisfaction by 20%.
- Spearheaded the development of new product lines that generated \$5M in revenue within the first year.
- Managed cross-functional teams to develop marketing campaigns that increased brand awareness by 30%.
- Negotiated contracts with vendors that saved the company 10% on annual spend.

Executive Vice President (EVP) at Devon Energy Corporation, OK

Sep 2002 - Aug 2016

- Led a team of 100 employees and achieved quarterly sales goals by an average of 15%.
- Grew market share in the Northeast region by 3% within the first year of taking on the role.
- Implemented a new customer loyalty program that resulted in a 10% increase in customer retention.
- Negotiated and secured several high-value contracts with key clients, totaling \$20 million in annual revenue.
- Revamped the company's marketing strategy, resulting in a 20% increase in brand awareness.

Certificates

Certified Senior Executive (CSE)

Jan 2021

Certified Management Consultant (CMC)

Sep 2019