

DERRICK WATTS

BUSINESS DEVELOPMENT, DIGITAL MARKETING & OPERATIONS LEADERSHIP

QUALIFYING CORE EXPERIENCES

DELOITTE &
TOUCHE

AGCO

EXAMONE

EASY AGENT
PRO



My understanding of various situations with different organizations was enhanced by Deloitte & Touche, who furnished me with a set of financial and analytical skills that are instrumental in decision-making and leadership.

AGCO presented opportunities for international exposure with large projects consisting of financial acquisition analysis, detailed process mapping and process improvement skills.

ExamOne was a unique success in building a significant brand within a brand. Starting a company, leveraging assets and creating new solutions worked well to reorganize a cottage industry for customer efficiencies and company effectiveness.

EAP consolidates detailed skill with leadership and ownership growth. The role is a melding of strategy & tactics resulting in diversified platforms and national large and individual customers.

ATTRIBUTES

- Multiple processes – A requirement and joy of company ownership is the ability to balance strategic direction with tactical actions within departments
 - Intensity – We expect a consistently high cadence when dealing with customer support and achieving our strategic planning goals
 - Curiosity – As a business owner, I do not fear the unknown and navigate through challenges
 - Leadership Abilities – Cultivate an environment of idea exchange, adopt solutions for problems and opportunities and clear the path for everyone to produce success individually
 - Passion – Competition drives me to compete in a way where everyone improves and the company wins
 - Products/Services – We embrace a flexibility to position our solutions to fit needs
-

ESSENTIAL FUNCTIONS

- Team – Leader of large, nation-wide teams consisting of hourly & salary, client consultant and a youth coach
 - Communications – Heavy in content development, “ghost posting” and a published author
 - Issue Escalation – One of the obligations of a business owner is to work through emotion and find a solution with anyone at anytime
 - Develop controls / Design / Enhancement – Critical needs for a SAAS company who manages subscriptions and has technology as the primary selling product
 - Detailed Oriented – A student of data-mining producing meaningful stats that can influence or support critical decisions
 - Planning – Produce a strat plan annually with approaches to Goals/Strategies/Tactics and we compare our P&L to our strategic plan
-

THANK YOU FOR ALLOWING ME TO SHARE