

Derek Banker

Derek Banker is a senior executive in growth strategy & business transformation. His expertise is assisting the c-suite and executive management of regional, national and global clients with business transformations and growth initiatives. at Actively Seeking Next Challenge

Tampa, FL, US

Derek Banker fine-tunes Business Intelligence for optimal performance, achieve objectives & transform value .

Biography

Professional Summary Derek Banker is a seasoned Global Executive with a distinguished career spanning four continents. He brings a wealth of experience in business development, international operations, and mergers & acquisitions. His consistent delivery of strategic outcomes and sustainable growth for multinational corporations, coupled with a proven track record of enhancing revenue, expanding market share, and leading successful startups in diverse global markets, underscores his credibility and expertise. Derek's deep understanding of international business dynamics makes him a strategic leader in steering organizations toward long-term success and profitability.

Industry Expertise

Corporate Leadership, Management Consulting, Information Services, Outsourcing/Offshoring, Business Services, Human Resources, IT Services/Consulting, Investment Banking, Talent Management, Training and Development

Areas of Expertise

Organizational Purpose & Transformation, Operations Planning and Management, Business Planning and Feasibility Analysis, Program Design & Evaluation, Information Management and Technology

Affiliations

<https://www.derekbanker.com/>

Education

The New School
BA Liberal Arts

Accomplishments

Senior Director Global Mergers & Acquisitions, Benchmark International

- Situation: The company sought to expand its market presence through strategic acquisitions. - Task: Identify and assess M&A opportunities and ensure regulatory compliance. - Action: Conducted comprehensive due diligence, negotiated complex transactions, and collaborated with stakeholders. - Result: Completed several high-value acquisitions, significantly enhancing the company's market position.

Senior Vice President, NSource

- Situation: The company aimed to expand its operations in North America. - Task: Lead and execute strategic planning for the North American expansion, ensuring every step aligns with the company's long-term goals. - Action: Directed sales and marketing teams, fostering strong client relationships. - Result: Achieved substantial revenue growth and increased market penetration.

Head of Asia Pacific, AgileOne

- Situation: AgileOne sought to increase its market share in the Asia Pacific region. - Task: Drive business growth and achieve strategic objectives. - Action: Implemented targeted sales and marketing strategies and built stakeholder relationships. - Result: Significantly increased market share and bolstered the company's regional presence, a testament to Derek's ability to drive business growth in diverse markets.

CEO Asia Pacific, Williams Lea

- Situation: Williams Lea needed to expand its market presence and achieve financial targets. - Task: Form strategic partnerships and manage finance, marketing, and operations. - Action: Developed long-term growth plans and directed departmental heads. - Result: Achieved significant organizational milestones and sustained growth.

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