

**ORDINANCE/RESOLUTION REQUEST**

Please email requests to the Mayor's Legislative Team  
at MileHighOrdinance@DenverGov.org by **3:00pm on Monday.**

*\*All fields must be completed.\**

*Incomplete request forms will be returned to sender which may cause a delay in processing.*

**Date of Request: March 21, 2012**

Please mark one:       Bill Request      or       Resolution Request

**1. Has your agency submitted this request in the last 12 months?**

Yes       No

**If yes, please explain:**

**2. Title:** *(Include a concise, one sentence description – please include name of company or contractor and contract control number - that clearly indicates the type of request: grant acceptance, contract execution, amendment, municipal code change, supplemental request, etc.)*

To approve the Mayoral appointment of Derrick Fuller to the Career Service Authority Board of Directors for a term effective immediately and expiring September 16, 2014 OR until a successor is duly appointed.

**3. Requesting Agency:** Mayor's Office

**4. Contact Person:** *(With actual knowledge of proposed ordinance/resolution.)*

- **Name:** Anthony Aragon
- **Phone:** 720-865-9032
- **Email:** [anthony.aragon@denvergov.org](mailto:anthony.aragon@denvergov.org)

**5. Contact Person:** *(With actual knowledge of proposed ordinance/resolution who will present the item at Mayor-Council and who will be available for first and second reading, if necessary.)*

- **Name:** Anthony Aragon
- **Phone:** 720-865-9032
- **Email:** [anthony.aragon@denvergov.org](mailto:anthony.aragon@denvergov.org)

**6. General description of proposed ordinance including contract scope of work if applicable:**

[Insert general description here.]

**\*\*Please complete the following fields:** *(Incomplete fields may result in a delay in processing. If a field is not applicable, please enter N/A for that field – please do not leave blank.)*

- a. **Contract Control Number:**
- b. **Duration:** Term begins immediately and expires on September 16, 2014
- c. **Location:**
- d. **Affected Council District:**
- e. **Benefits:**
- f. **Costs:**

**7. Is there any controversy surrounding this ordinance?** *(Groups or individuals who may have concerns about it?)* **Please explain.**

[Start typing here.]

*To be completed by Mayor's Legislative Team:*

SIRE Tracking Number: \_\_\_\_\_

Date Entered: \_\_\_\_\_

# DERRICK FULLER

4332 Cathay Street, Denver, Colorado 80249 • 303.333.7276 (H) 720.217.9280 (C)  
dfuller@comcast.net

## SUMMARY OF QUALIFICATIONS

Accomplished, performance-driven and proactive manager with the twenty years of experience within financial industries. Demonstrated expertise in designing and establishing operational policies and procedures, toward the optimum utilization of staff, resources, and facilities. Highly adept at providing strategic management to finance functions and internal controls. Possess proven capability in training and developing competent employees to ensure peak performance. Monitor regulatory compliance and cultivate productive relationships with business entities. Thrive in a fast-paced environment and perform multiple tasks simultaneously.

## CORE COMPETENCIES

- ✓ Operations and Business Development
- ✓ Staff Training and Development
- ✓ Financial Management
- ✓ Corporate Leadership and Team Building
- ✓ First Rate Customer Service
- ✓ Strategic Planning and Goal Setting
- ✓ Relationship Management and Retention
- ✓ Problem Identification and Resolution

**Computer Skills:** Microsoft Office (Word, Excel, PowerPoint, and Outlook), Internet

## KEY ACCOMPLISHMENTS

- Initiated and implemented successful strategy and campaign for the North Suburban Market of the Metro Denver Region, which generated double digit annual increase in 2010.
- Managed the execution of preparation strategy for the 2010-2011 Employee Retention Campaign as team lead, in collaboration with Human Resources and Senior Management.
- Contributed to the Mountain Midwest Diversity Task Force in enhancing diversity within Wells Fargo, across the region.
- Directed all aspects toward successful integration of three Wachovia banking locations / team members into the Wells Fargo culture in 2009.
- Leading the strategic plan for recruitment and retention.

## PROFESSIONAL EXPERIENCE

### SENIOR VICE PRESIDENT / DISTRICT MANAGER 5

Wells Fargo Bank, N.A., Denver, CO

March 2011-Present

Direct a full spectrum of operations for nine retail-banking locations throughout Denver. Provide strategic leadership to 200 total team members with a deposit base of more than \$750 million. Oversee the delivery of business banking products and services to diverse customer base. Establish and cultivate strategic partnership with business entities by facilitating cross sales, providing quality service, and maintaining customer satisfaction. Actively engage in Wells Fargo community, civic, and professional organizations.

#### Notable Contributions:

- Led efforts toward the development and implementation of the 9 stores; assumed full responsibility in supervising business and retail banking marketing strategies as well as profitability plans.
- Worked collaboratively with staff in establishing and executing individual goals and objectives to further improve competitive position of the store.

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deejfuller@comcast.net

- Demonstrated exceptional performance as the sales manager, in charge of conducting sales training and consistently exceeding organizational goals. Evaluated and maintained prescribed security controls in accordance with framework of Wells Fargo standards, policies, and procedures.
- Played a pivotal role in fostering a collaborative working environment to optimize staff performance and increase employee retention.

## VICE PRESIDENT / DISTRICT MANAGER 3

Wells Fargo Bank, N.A., Denver, CO January 2008 - March 2011

Direct a full spectrum of operations for six retail-banking locations throughout Denver. Provide strategic leadership to 135 total team members with a deposit base of more than \$500 million. Oversee the delivery of business banking products and services to diverse customer base. Establish and cultivate strategic partnership with business entities by facilitating cross sales, providing quality service, and maintaining customer satisfaction. Actively engage in Wells Fargo community, civic, and professional organizations.

## STORE MANAGER 5

Wells Fargo Bank, Denver, CO December 2006 - January 2008

Oversaw the daily sales performance of 32 employees, including 4 direct sales staff. Spearheaded and executed sales coaching, and facilitated product training to promote individual skills and expertise. Provided efficient financial services and formulated resolution to problems. Instrumental in soliciting new accounts and cross-selling products and services to new and existing customers.

## EDUCATION

- Graduate School of Banking, 2007-to - 2009  
University of Colorado
- B.A. in Communications, 1988 -to- 1992  
University of Denver

## AFFILIATIONS

Aurora Chamber of Commerce | Leadership of Aurora, Graduating Class 2011  
Active Board Member | Excel Institute

## AWARDS AND HONORS

- Alpha Kappa Alpha Model Man of Distinction 2010
- Nominated for the German Marshall Fund of the United States, 2007
- One of the Top 5 District Managers for the Mountain Midwest Region, Wells Fargo 2008
- National Sales and Service Conference Winner for being a Top Store Manager, Wells Fargo: 2007, 2006
- Young Leaders to Watch in Colorado, 2006, 2005

## REFERENCES

-References Available Upon Request-