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DEREK DAVID CAMUNEZ

OBJECTIVE

To serve my clients, Brokers and community with integrity, ability and concern.

EMPLOYMENT

2004-Present- Owner / Managing Broker RE/MAX Avenues

1994-2004- Owner / Mazatlan Int'l Properties, Inc.

EDUCATION

1983-1987- University of Colorado, Boulder, CO.

1979-1983- Pomona High School, Arvada, CO.

1984- Jones Real Estate College, Arvada, CO.

ACCREDITATIONS AND AWARDS

Realtor®, CDPE, SFR, REO, QSC, Denver Board of Realtors® Roundtable of Excellence, Denver Board of Realtors® Distinguished Service Award, Colorado Association of Realtors® Distinguished Service Award, RE/MAX 100 Club, Denver Metro Association of Realtors® Broker Manager of the Year

PROFESSIONAL MEMBERSHIPS

Denver Metropolitan Association of Realtors®, Colorado Association of Realtors®, National Association of Realtors®, Hispanic Chamber of Commerce, National Association of Hispanic Real Estate Professionals, Asian Real Estate Association of America

VOLUNTEER EXPERIENCE

2007 Past President Denver Board of Realtors®, 2008 CAR VP Law and Policy, 2010 CAR Co-Chair Convention Committee, 2011-2014 Chair Convention Advisory Group, 2014-2018 Mayoral Appointment Board of Directors Lowry Redevelopment Authority, 2005 Governor Appointment Blue Ribbon Housing Task Force, 2010 Colorado Community Land Trust Board of Directors, 2007 CAR Risk Management Chair, 2006 Denver Board of Realtors® Broker Manager Forum Chair, 2014 Denver Metropolitan Association of Realtors Broker Manager Of The Year, 2007 Latin American Research and Service Agency Board of Directors, 2008 Mayor's Task Force on Affordable Housing, 2007 CAR Professional Standards Committee, 2007 CAR Credentials Committee, 2008 NAR Equal Opportunity Committee, 2008 NAR Presidential Appointment Housing Accessibility, 2009-2014 Denver Metro Association of Realtors® Nominating Committee Chair, 2017 Lowry Business Alliance President, DMAR Community Alliance Director.

Mark Christopher Betchey

303-601-2172

Informatica

**State & Local National Alliance Manager
Informatica Public Sector**

**2013-Present
Denver, CO**

Serve as National Alliance Manager for all Informatica State & Local Government pursuits. Building upon over seventeen years of relationships to manage partnerships with more than twenty system integrators, promoting Informatica Data Management Solutions. Manage partnerships with large integrators including Accenture, Deloitte, HP Enterprise, Xerox and CGI to partner on large programmatic pursuits including MMIS, Integrated Eligibility, Child Support and Child Welfare opportunities. Work with large health related analytics firms, Truven and Optum on HHS related data warehouse analytics projects. Also work with a large array of medium and small SI's to help build and enable their Data Management practices. Have contributed to over \$14M in partner related transactions to date.

Oracle/PeopleSoft/J.D. Edwards Experience

**Program Manager
Oracle Public Sector**

**2005 – 2013
Denver, CO**

Serve as National Program Manager for all Oracle Statewide ERP pursuits and Business Development activity in the Rocky Mountain West and Hawaii. . Coordinate and manage partner relationships with major integrators and third parties. Identify, qualify and hire lobbying resources and serve as point of contact and ongoing manager of those lobbying firms. Have successfully organized Oracle teams in successful pursuits like the State of New York, the State of Minnesota, the State of Kansas, the State of Texas and many other strategic ERP wins.

**Solution Architect
PeopleSoft, Public Services**

**2003 – 2005
Denver, CO**

Serve as specialist to review opportunities and determine the proper solution fit from the PeopleSoft product line. Participate in pre and post sales activities with clients and sales team helping define the solution fit and how the software can accommodate critical business processes. Educate PeopleSoft Public Services team on the merits and capabilities of EnterpriseOne and World software product lines. Also work with third

party firms to help craft a complete solution with implementation services, integrations and third party software products.

Public Sector Manager **2000 – 2003**

J.D. Edwards, Public Services Area **Denver, CO**

Managed the relationship between J.D. Edwards and our prime distribution partner AMX, International. Also managed all other business partner relationships with the group. Served as primary sales management support to AMX and J.D. Edwards Account Executives. Served as the liaison to the Public Sector Special Interest Group and J.D. Edwards' client user community. Facilitated the expansion of our Board to include an advisory council of twenty users to augment communication of board activities and initiatives. Served as spokesperson for the Public Sector Group for internal and external communications and marketing activities.

Account Executive **1998 – 2000**

J.D. Edwards, Public Services Area **Denver, CO**

Managed more than three hundred different accounts spanning three annual sales cycles. Sold over \$3,000,000 of software. Was top performer among install base account executives in the public service area all three years. Account management skills also directly led to millions more in revenue for business partners and J.D. Edwards direct consultations. Participated in numerous sales training activities based on managing the complex ERP sale.

Other Experience

Regional Recycling Director **1995 – 1998**

Governor Roy Romer **Denver, CO**

Served as regional liaison for the Governor's Office of Energy Conservation. Facilitated the formation of fifteen regional recycling groups throughout Colorado with the goal of a permanent and sustainable statewide group to manage and coordinate recycling and efficient waste management. Groups are comprised of municipal employees, businesses, elected officials and private citizens. Attended monthly meetings of groups statewide. Convened three annual statewide meetings with decision makers and representatives of each region to coordinate recycling and conservation efforts. Wrote two requests for proposals and managed both rounds of grants, awarding more than one million dollars. Gained experience in all facets of waste management, including recycling, composting, source reduction and recycled commodities management. This statewide effort is still functioning today.

Field Director **1996**

Tom Strickland for U.S. Senate **Denver, CO**

Served as Tom Strickland's Field Director for the 1996 general election campaign. Also served as field consultant to the campaign for over one year. Managed staff of eight field coordinators and over one hundred volunteers. Coordinated all aspects of statewide field

operation including phone banks, literature and sign distribution, public appearances and coordination with other campaigns.

Finance Director

1993 – 1994

Coloradans for David Skaggs

Denver, CO

Served as Congressman David Skaggs' Finance Director for 1994 election cycle. Managed all facets of the fund raising operation. Planned and executed over fifty fund raising events. Managed direct mail solicitations to donor base and other targeted groups. Worked with finance chairpersons and committee to set goals, plan strategy and implement fund raising plan. Managed database and prepared all FEC financial reports. Over \$625,000 was raised for the Congressman's successful reelection effort.

OTHER PROFESSIONAL EXPERIENCE

Worked as Fulfillment Manager for Utne Reader magazine in Minneapolis, 1990-91, managing the circulation and new business efforts for the 300,000 circulation magazine. Worked as New Business Manager for the Working Woman/McCall's Group in New York City, 1988-89, managing the direct mail promotional efforts for Success and Working Woman magazines. Managed an annual budget of over one million dollars.

EDUCATION

Colorado State University

B.A. Political Science. Minors: History, Literature.

Degree conferred 1985.