

Derrica (DeeDee) Williams
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Qualifications Summary:

- 25+ years of experience includes Senior Corporate Management, Banking Executive, Non-Profits, Project Management, Sales and Leadership Development
- 12 years of strategic planning, project portfolio and sales management experience delivering corporate partnerships for sporting events
- Leadership DeKalb Class of 2017.
- Honored as 2020 Georgia Secretary of State Outstanding Georgia Citizen Award, 2021 Georgia State Senate Humanitarian Award and 2021 Georgia State House of Representatives Community Service Award
- President, DeKalb National Council of Negro Women Section (2018-2022)

Professional Experience:

Concepts, Incorporated.: Decatur, GA

August 2008 – present

Chief Operating Officer

- Engage multiple corporate partners to sponsor sporting events for high school, college and professional athletic teams that results in 45% realized benefit
- Perform current regional assessments to identify priorities, goals and objectives for maximum exposure for portfolio clients
- Created database for client management pipeline
- Measure sales performance outcomes; identify opportunities, change control management and overall adoption of cost versus revenue practices
- Create operating metrics, plan development and performance against organizational goals
- Measure costs and outcomes, optimize preference services and manage budgets for all departments
- Measure product development process to increase delivery quality by 80%

Option One Mortgage: Marietta, GA

June 2001 – August 2008

Regional Underwriting Manager

- Developed training requirements for Southeast Region across eight (8) states
- Non-QM Underwriter – Encompass Software
- Engaged branch underwriting departments to define criteria for residential mortgage loan approvals
- Performed quality control analysis on underwriters, underwriting guidelines and property appraisals
- Collaborated with mortgage brokers to identify and define underwriting guidelines necessary for regional branches

Senior Underwriter

- Evaluated and approved residential mortgages with 94% closing rate
- Non-QM Underwriter – Encompass Software
- Conducted training for mortgage brokers and update underwriting guidelines
- Maintained residential mortgage underwriting guidelines rules and regulations according to state requirements
- FHA, VA, Fannie/Freddie approved designated underwriter for all states
- Reviewed residential appraisals for compliance

National City Mortgage: Atlanta, GA

August 1997 – June 2001

Closing Manager

- Developed closing processes for state branches by creating documents needed to finalize residential mortgage transactions that resulted in over 40% efficiency rate
- Perform quality control analysis on closing department staff
- Review and approve property titles followed regulating guidelines prior to closing
- Verified funds to close properly document

Education:

Clark Atlanta University: Atlanta, GA
Accounting

Positions Held:

- President, DeKalb National Council of Negro Women (2018 – Present)
- Board Member, Junior League of DeKalb County (2020-2021)
- Board Member, Lakeside High School Foundation (National Alumni Chair) (2018 – Present)
- Founder, Anti-Racist Coalition of Decatur (2020)
- Founder, Stone Mountain Action Coalition (2020)
- Auxiliary Board Member, E.D. Cubed, Inc. (2017 – Present)
- Co-Chair, Junior League of DeKalb County (Fundraising) (2017)

Memberships:

- United Way of Greater Atlanta VIP Graduate (2018)
- Atlanta Mayor Sustainability Ambassador (2021)
- DeKalb Sheriff Community Commission On Use Of Force Policy Review Committee (2021)
- DeKalb Police Chief Advisory Council (2021)
- DeKalb Human Trafficking Task Force (2021)
- City Schools Of Decatur Student Code Of Conduct & Restorative Practices Handbook Review Committee (2021)
- Notary