

Derk Kapp

1673 West 1000 South
Syracuse, UT. 84075
(801) 513-0983
derk@corpcapinc.com

EXPERIENCE

Professional Summary: Business development executive with over twenty years of experience in manufacturing, distribution, and professional services. Built a packaging business from zero to three million dollars in sales in two and a half years. Expert at identifying customer needs and delivering tailored solutions that drive revenue and build lasting relationships.

PROFESSIONAL EXPERIENCE

Vice President of Business Development, Corporate Capital Incorporated, Nevada and Utah, 2024 to present.

Launched a new contractor-focused business development initiative for tax and accounting. Developed deep expertise in contractor operations, delivering LLC formation and tax planning strategies that help clients legally minimize liability while protecting their businesses. Achieved significant revenue growth in this previously untapped market. Won multiple clients frustrated with prior accountants by providing superior tax strategy guidance and clear, proactive communication.

Account Manager, Nexus Power Sales, Salt Lake City, Utah, 2018-2024.

Managed seventy-five distributors as the key liaison between manufacturers and distribution partners. Trained distributors on products, processes, and sales techniques to improve performance and end-customer engagement. Collaborated on targeted sales strategies that strengthened product representation and drove revenue.

Vice President, Arco Packaging, 2012-2018

Oversaw packaging distribution, full accounting operations, asset management, and all hiring and termination. Supported sales and service functions to ensure operational excellence.

Founder and Owner, FormFit Packaging, 2009-2012

two and a half years. Started a custom protective and shipping packaging company from scratch, scaling to over three million dollars in annual sales within two and a half years through hands-on sales and customer development, then expanded into manufacturing.

Vice President, Flexpack, 1999-2009

.Led packaging distribution with full responsibility for operations, accounting, distribution, and people management.

Division Manager Manufacturing & Distribution of Manufacturing and Distribution, Icon Health and Fitness, 1993-1999.

SKILLS

Sales

Production and Manufacturing

Inventory Management

Business development

Rose from entry-level manufacturing to VP, overseeing manufacturing for seven years and distribution for three. Managed nearly two hundred employees and nearly one hundred million dollars in product and inventory, driving efficiency and on-time delivery.

Education: . Skills: Business Development, Customer Needs Analysis, Tax Strategy, Relationship Management, Sales Leadership, Operations Management, Revenue Growth.

EDUCATION

Utah State University, Logan Utah — *Business Management*