

VICE PRESIDENT-BUSINESS BANKING SALES MANAGER AND HEALTHCARE SPECIALTY BANKER

Executive Summary

Top Notch Financial Professional with diverse banking and financial services background which includes: Retail Bank Leadership, Healthcare Specialty Banking, Corporate Banking, Real Estate Title Insurance, Real Estate Lending and New Construction, Private Banking and Credit Management-Leasing. 25+ years Experience.

Core Qualifications

- A Leads Teams Naturally
- Strong Communicator- Written and Oral
- Technical Orientation
- Strong Accounting and Credit Underwriting Skills
- A Builds teams with Humility
- Solid Collaborator to drive execution of strategy
- Well organized
- Thought Leadership
- Drives Engagement
- Develops New Business

Education

2017

MBA Franciscan University 1/4 City , State

Business and Virtuos Leadership

Dean's List. 3.9 GPA

Candidate Late 2017

June 1984

B.A : Finance Accounting/Economics Michigan State University Eli Broad College of Business Finance Accounting/Economics Dean's List

December 2001

Licensed Real Estate Title Insurance Representative State of Michigan

1985

RMA Omega Formal Credit Training

2010

Medical Group Management Association

100 hours of Healthcare Administration/Practice Management Coursework in preparation for Certified Medical Practice Executive certificate. A

Professional Experience

12/2008 to Current

Vice President-Business Banking Sales Manager and Healthcare Specialty Banker Company Name 1/4 City , State

- Current Role: Sales Manager for Business Banking/Treasury team in Detroit Michigan Retail Banking Territory of Pittsburgh, PA based Fortune 500 Regional Bank.
- Leadership role to guide mixed team of bankers and treasury officers toward attainment of annual sales goals within SE territory of Michigan. Drives strategy and change management.
- Performance oversight includes driving business development, adherence to Policy, Procedures, Risk Management, Regulatory Compliance, Training, Sales Observation Coaching, Process Execution, Credit Training, and Career Development.
- Requires ongoing partner /cross channel collaboration.
- Also responsible for advancing external center of influence relationships by providing executive level brand representation in territory.
- Outcome: Above goal team attainment in all major categories 2013, 2014, 2015. #1 Sales Manager in Detroit first full year in role 2012. A A A A A

05/2004 to 12/2008

Vice President Business Development Officer and Residential Mortgage Manager Company Name 1/4 City , State

- Drove several business development areas of bank including real estate, commercial lending (including real estate development), deposit services, advertising, and fee income products.
- Co-developed annual strategic and marketing plans as part of management team. Asset-Liability Committee (ALCO) Member.
- Also responsible to originate/administer commercial loan assets.
- Simultaneously managed team of three residential lenders.
- Adhered to compliance, mortgage backed securitization and brokerage requirements for sale of residential transactions.
- Broad market of: doctors, attorneys, realtors, land developers, builders, select mortgage brokers and BOB commercial clients.
- Outcome: Trusted and highly valued member of Management Team during tenure, working close with Board of Directors.
- Represented Bank as Board Member to Michigan Bankers Association-Real Estate Title Joint Venture.
- 2x Chair of Annual Bank Charity Event for Gleaner's Food Bank.

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03/2001 to 04/2004

Real Estate Title Insurance-Senior Account Executive Company Name 1/4 City , State

- Licensed with State of Michigan. Agency sold to First American Title.
- A Commissioned Senior sales role calling on new and existing real estate (residential and commercial) relationships in Livingston County market.
- New title policy (premium) generation, client support, problem resolution, closing agent and real estate escrow matters.

- Target market included realtors, builders, land developers, and commercial bankers.
- Sales Leader became long time professional mentor.
- Outcome: Achieved Million Dollar Sales Status and "Dare to Soar" Award from management.
- Selected to head up newly formed "Commission Advance" division of company prior to acquisition by First American Title.
- Highly valued member of sales team

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Skills

Technically proficient with Microsoft Word, Excel, CRM sales management system, Credit Analysis/Automated Underwriting. Learns new systems quickly.Â

Affiliations

Past and Present:

Washtenaw Economic Club

Brighton/Howell Michigan Chambers of Commerce

St. Joseph Hospital Prior Golf Committee Chair/Ball Committee

Gleaner's Food Bank Livingston County Spokesperson/Event Chair

St. Patrick Church Financial Chair, Mother's Club President/Instructor

Livingston Association of Realtors Women's Council/Education Committe