

VP

Career Focus

To lead the executive management of a financial institution's lending team. To align our lending objectives so we compliment other departmental efforts and achieve the organization's highest goal. By uniting culture, teamwork, training, technology, policy, and support, we will uphold tradition, minimize risk, and provide best-in-class service while offering products which satisfy the ever-changing wants and needs of our retail and business members.

Accomplishments

- CERTIFICATIONS:

Professional Experience

01/2014 to Current

- Supervisor Consumer Loans; IAA Credit Union.
- 215MM asset credit union).

01/2011 to 01/2014

VP

- Small Business Banking, Busey Bank.
- 3.9B asset bank).

01/2003 to 01/2011

AVP- Business Banking Company Name 1/4 City , State

- Sold clients personal deposit accounts, credit cards, home equities, mutual funds, life insurance, fixed annuities, consumer loans.
 - Implemented new needs-based cross-selling techniques and retention strategies to significantly grow sales results across our retail team.
 - Led Chase Bank by achieving the prominent recognition of being one of the top 350 consumer loan producing bankers in the nation.
 - Trained, coached, implemented, and initiated incentives which helped grow the mortgage production level from <\$8mm revenue to >over=\$8mm
 - Worked alongside area and regional managers in the development and implementation of incentive models that assimilate mortgage and retail bankers to one another.
 - Built and executed new customer service initiatives which helped us achieve a 350 top in the country for client retention among mortgage officers.
- V Sold and underwrote Fannie Mae, Freddie Mac, FHA, VA and RHA mortgage loans.
- V Built recommendations and provided small businesses with cash flow modeling and treasury solutions.
- V Created new communication paths across division lines which integrated retail, mortgage, and small business. This was the first time this had been done in our division. Its successful effort brought much needed trust between banking segments, created deeper client relationships, and aligned corporate goals.
- V Managed an annual \$260k+, net revenue producing portfolio- approximately \$22MM in size.
- V Underwrote and funded many small business loans.
- ❖ Aggressively prospected and fostered new business relationships. Focus was on small businesses from \$250k sole proprietors to \$20MM C-corporations.

01/2003 to 01/2011

- AVP, JPMorgan Chase Bank, N.A.
- 2.35T asset bank) Aggressively prospected and fostered new business relationships.
- Focus was on small businesses from \$250k sole proprietors to \$20MM C-corporations.
- Underwrote and funded many small business loans.
- Managed an annual \$260k+, net revenue producing portfolio- approximately \$22MM in size.
- Created new communication paths across division lines which integrated retail, mortgage, and small business.
- This was the first time this had been done in our division.
- Its successful effort brought much needed trust between banking segments, created deeper client relationships, and aligned corporate goals.
- Built recommendations and provided small businesses with cash flow modeling and treasury solutions.
- Sold and underwrote Fannie Mae, Freddie Mac, FHA, VA and RHA mortgage loans.
- Built and executed new customer service initiatives which helped us achieve a #12 ranking in the country for client retention among mortgage officers.
- Worked alongside area and regional managers in the development and implementation of incentive models that assimilate mortgage and retail bankers to one another.

- Trained, coached, implemented, and initiated incentives which helped grow the mortgage production level from <\$8mm>
- to over \$22MM+/yr.
- Led Chase Bank by achieving the prominent recognition of being one of the top 350 consumer loan producing bankers in the nation.
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- Sold clients personal deposit accounts, credit cards, home equities, mutual funds, life insurance, fixed annuities, consumer loans.

Education

2002

BS : Chemistry Business and Accounting Eastern Illinois 1/4 City , State Chemistry Business and Accounting

Certifications

Affluent client certified.

Consumer loan compliance certified

In-process: CUNA Financial counseling certified (FiCEP)

Operational Excellence yellow belt certified

CPR certified

Interests

2008-Present. United Way Steering Committee Member & Sub-committee Chair (2016-Present). LeRoy Pack 3950 (Award Chair, 2011-2013; Committee Chair, 2014-Present) Leadership McLean County (LMC) (Graduate, 2011; Mentor, 2012&2013; Business Day Chair, 2014-Present) Project Oz Board (Fundraising Chair, 2011-2012; Vice President 2013-Present) Eastview Christian Church (2008 -Present) Coached football and basketball (2008-2013)

Skills

banking, C, cash flow, cash-management, concept, Council, counseling, CPR certified, Credit, client, clients, customer service, equities, Financial, Focus, funds, Human Resources, insurance, internal audits, internal audit, regulatory compliance, Mac, modeling, mortgage loans, neXt, Pricing, producing, proposals, recruitment, Retail, selling, sales, seminars, strategy, Supervisor, Treasury

Additional Information

- VOLUNTEERING: 2008-Present. United Way Steering Committee Member & Sub-committee Chair (2016-Present). LeRoy Pack 3950 (Award Chair, 2011-2013; Committee Chair, 2014-Present) Leadership McLean County (LMC) (Graduate, 2011; Mentor, 2012&2013; Business Day Chair, 2014-Present) Project Oz Board (Fundraising Chair, 2011-2012; Vice President 2013-Present) Eastview Christian Church (2008 -Present) Coached football and basketball (2008-2013)