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# JESSICA CLAIRE

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## PROFESSIONAL SUMMARY

Results-oriented banking Executive with over 30 years in sales and bank leadership expertise, loan origination and general bank operations. Extensive accomplishments and experience with developing successful sales strategies and results oriented sales teams. In depth knowledge of banking at all levels including retail, business banking and private banking.

## SKILLS

- Goal-oriented
- Strong team-builder
- Critical and creative thinking
- Strong problem-solving capabilities
- Strategic objective execution
- Sales pipeline management
- Lending to Businesses
- Creative and innovative
- Sales strategies
- Driving continuous improvement

## WORK HISTORY

**Executive Vice President Retail Banking**, 04/2005 - 07/2015

**BankUnited** – City, STATE

- Grew the West Florida Retail Network from 1 location in Collier County to 21 locations in 7 counties along the West Coast of Florida with deposits in excess of \$1.5 billion
- As the Senior Executive in the West Florida Market, represented the organization to customers, the community and other external sources.
- Effectively lead the business lending efforts within the market including Commercial Real Estate, Small Business Lending, Enterprise Value Lending to Physicians as well as traditional business banking loan products
- Successfully transitioned former Savings and Loan Retail network to a strong performing Commercial Banking Retail Team.
- Built strategic alliances with the other Lines of Business in the market to increase market share, expand customer relationships and enhance the performance of the West Florida Market
- Defined strategy and business plan for the West Florida Market.
- Member of Executive Management Team.

**Executive Vice President/Retail Banking Manager**, 07/1982 - 05/2003

**Suntrust Bank** – City, STATE

- Accountable for the success, growth and development of 65 branches in 5 counties from Collier to Manatee.
- Additional responsibilities included oversight of the Region's Business Banking Team, Private Banking Group and Retail Operations Support Staff.

**Senior Vice President Private Banking Team Leader**, Current - Current

**Suntrust Bank** – City, STATE

- Managed the Private Banking Team throughout the West Florida market including Charlotte County, Sarasota County and Manatee County.
- Exceeded goals in Deposit Generation, Commercial Loan Generation, Investment and Trust Referrals and Residential Loan Referrals.

**Vice President Sarasota Market Manager**, Current - Current

**Suntrust Bank** – City, STATE

- Management of multi-branch locations in the Downtown Sarasota Market.
- Served as mentor for other Branch Managers.
- Exceeded goals and moved the branch from 29th in the region from a performance perspective to 2nd in the region in a 2 year period.

**Vice President and Senior Commercial Loan Officer**, Current - Current

**Suntrust Bank** – City, STATE

- Oversaw the commercial lending activities of a 6 Lender team in the NorthWest Dade Market.
- Focused on Commercial Loans up to \$5 million and the cross sales of deposits and treasury services.
- Partnered with Branch Managers in the Market and assisted with their commercial lending activities and achieving their commercial loan production goals.

**Vice President Commercial Lending Officer**

**Suntrust Bank** – City, STATE

- Developed and maintained Commercial Loan Relationships in the North West Dade Market.
- Built strong client relationships and provided high value added service.
- Consistently exceeded goals and was ranked Top Performer in the market.

## EDUCATION

**Bachelor of Science**: Finance

**Florida State University** - Tallahassee, FL

- Coursework in Accounting, Finance and Business
- Recipient of Athletic Scholarship