JAMES SULLIVAN

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PRIVATE BANKING ... COMMERCIAL LENDING ... MANAGEMENT

Consistent achievements as a top producer – increasing revenues, portfolios and profits through expertise in business development, relationship building, exceptional service follow up. Strategic planning, sales and marketing experience combine with qualifications in staff development, coaching and management to drive and deliver performance results. Licenses: NASD Series 7 and 63.

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

FIRSTBANK, New York, New York (1999–present)

Vice President, Business Development Officer, Private Clients Group (2000–present)
Private Banker (1999–2000)

Cultivate and manage new and existing client relationships of high-net-worth individuals and their related businesses. Develop sales plan for each relationship to provide an array of services: investment management, estate planning, credit and personal banking products. Continually expand referral network through contact with various internal business partners and external financial intermediaries. Coordinate events/seminars for new business development.

Results

- Successful track record of fee generation through sale of investment management accounts, surpassing industry benchmark for the market: $6 million in 2000 to $18 million in 2004.
- Selected based on product expertise and sales results to train business development officers of newly acquired organization in private equity investment products.
- Recognized for top sales performance in 1999, generating over $4 million in fees.

BANK OF NEW YORK, New York, New York (1989–1996)

Fast-track advancement through progressively responsible positions in Private Banking. FirstBank acquired Bank of New York in 1995.

Vice President and Unit Manager, Private Banking Group (1993–1996)

Promoted to provide management direction to 2 business units with combined portfolios of $425 million in deposits, loans and assets under management. Designed and executed successful relationship banking marketing plan for the sale of credit, trust (investment management and estate planning) and transaction products/services. Developed, coached and supervised team of 8 relationship managers and administrative assistants.

Results

- Evaluated and improved quality of the portfolios at both offices; credited for consistently maintaining the highest quality portfolios, which included managing highly sensitive corporate relationships.
- Achieved revenue and customer retention goals while increasing client profitability through relationship building, outstanding service delivery, cross selling and referral development.
- Contributed $1.5 million annually in fees through referral business to various banking divisions within the company.

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