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# JESSICA CLAIRE

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## PROFESSIONAL SUMMARY

Innovative and detail-oriented Corporate Banker successful at business development, building strong customer relationships and managing credit risk.

## SKILLS

- Commercial credit analysis and risk mitigation.
- Negotiating loan structure and documentation.
- Problem loan workout.
- Business development.
- Building strong customer relationships.
- Sound judgment.

## WORK HISTORY

**Corporate Banking Relationship Manager**, 09/2010 - Current

**Us Bank** – Payette

- Acquire, underwrite, and manage middle market borrowing relationships.
- Client portfolio consists of roughly 10 borrowers with aggregate loan balances of approximately \$75 million.
- \$100 million of loan production since start date.

**Global Banking Relationship Manager**, 10/2002 - 09/2010

**Camden National Corporation** – Dover Foxcroft

- \$200 million loan portfolio of mostly revolving lines of credit between \$5 million and \$50 million.
- Clients were large domestic companies engaged in international commerce including wholesale distributors of consumer products and exporters of agricultural products, equipment and technology.
- Responsible for managing credit risk and maximizing portfolio profitability.

**Director of Credit**, 07/2000 - 10/2002

**Omni Hotels** – Louisville

- Analyze and underwrite vendor financing requests for semi-trucks and semi-trailers.
- Credit approve requests up to delegated approval authority.

**Senior Underwriter Middle Market Commercial Real Estate**, 06/1999 - 07/2000

**Bank Of America** – City

- Underwrite permanent term loan financing for middle-market owner-occupied and income property.

**Senior Credit Analyst Vendor Finance**, 05/1998 - 07/1999

**MetLife Capital** – City

- Analyze financing requests under various vendor programs for large capital goods including construction, medical, printing and enterprise software.
- Approve requests up to delegated lending authority.

**Various**, 05/1992 - 07/1998

**Seafirst Bank** – City

- Relationship manager, commercial banking, Tacoma (two years).
- Credit Analyst, commercial banking, Tacoma (one-year).
- Commercial lending candidate, commercial loan training program (10 months).
- Retail branch manager (one-year)
- Personal banker candidate, retail management training program (six months).

## EDUCATION

**Bachelor of Science: Finance**, 1986

**Washington State University** - Pullman, WA