

## MARIE ORTEGA

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### BANKING MANAGEMENT • SMALL BUSINESS LENDING • SALES GROWTH

#### **OBJECTIVE:** Retail Division Manager II (Job Code 86542)

- VP-level professional with 23 years of banking and financial services experience including 12 years in progressively responsible management positions.
- Highly developed credit analysis skills and in-depth knowledge of retail banking, small-business lending, collateral, and small-business loan policy.
- Self-motivated leader and mentor with exceptional skills in cold calling, negotiation, motivation, prioritization, problem solving, communication, public speaking, and attention to detail.

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### CAREER DEVELOPMENT

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#### CHASE MANHATTAN BANK

1999–Present

##### VICE PRESIDENT AND SMALL BUSINESS LENDING OFFICER II, 2003–Present

Ensure sales efforts remain on target including small business lending. Generate sales and cross-sales of small-business loans and other products. Make sales calls, gather business information, and explain products and services. Compile data for financial analysis, submit documentation for credit approval, and facilitate all loan closings. *Loan origination authority: up to \$500,000.*

- Ranked #2 out of 56 lenders in the State of Arizona in 2005 in Number of Loans Closed as well as Dollars Closed.
- While serving as chairman of the board of the Arizona Chamber of Commerce in 2004, served on Arizona Economic Development Committee.
- Created and launched program for small business growth that is designed to increase sales by 10%.
- Produced 87 referrals to other lines of business within the bank during 2005; 45 of these were sold.

##### BUSINESS DEVELOPMENT & SALES MANAGER II, 1999–2003

Developed and managed account portfolio for branch including deposit accounts, commercial and consumer loans, residential mortgages, investments, and insurance. Monitored and assessed account needs. Strategized with team to assess market position and competition opportunities. Made business development calls on small-business and retail customers and prospects. Generated and closed small-business loans. *Loan origination authority: up to \$250,000.*

- Led strategic planning for branch; created and monitored sales and promotional efforts that helped meet performance goals.
- Closed \$1,000,000 or more in loans for three consecutive years.

#### DESERT FEDERAL CREDIT UNION

1997–1999

##### BRANCH MANAGER, MAIN OFFICE

Planned, directed, led, organized, and supervised 13–14 branch personnel in direct operations of a full service branch; provided training, coaching, and counseling.