

## VICE PRESIDENT-BUSINESS BANKING SALES MANAGER AND HEALTHCARE SPECIALTY BANKER

### Executive Summary

Top Notch Financial Professional with diverse banking and financial services background which includes: Retail Bank Leadership, Healthcare Specialty Banking, Corporate Banking, Real Estate Title Insurance, Real Estate Lending and New Construction, Private Banking and Credit Management-Leasing. 25+ years Experience.

### Core Qualifications

- Leads Teams Naturally
- Strong Communicator-Written and Oral
- Technical Orientation
- Strong Accounting and Credit Underwriting Skills
- Builds teams with Humility
- Solid Collaborator to drive execution of strategy
- Well organized
- Thought Leadership
- Drives Engagement
- Develops New Business

### Education

2017

MBA Franciscan University - City , State

Business and Virtuos Leadership

Dean's List. 3.9 GPA

Candidate Late 2017

June 1984

B.A : Finance Accounting/Economics Michigan State University Eli Broad College of Business

Finance Accounting/Economics Dean's List

December 2001

Licensed Real Estate Title Insurance Representative State of Michigan

1985

RMA Omega Formal Credit Training

2010

Medical Group Management Association

100 hours of Healthcare Administration/Practice Management Coursework in preparation for Certified Medical Practice Executive certificate.

### Professional Experience

12/2008 to Current

Vice President-Business Banking Sales Manager and Healthcare Specialty Banker Company

Name - City , State

- Current Role: Sales Manager for Business Banking/Treasury team in Detroit Michigan Retail Banking Territory of Pittsburgh, PA based Fortune 500 Regional Bank.
- Leadership role to guide mixed team of bankers and treasury officers toward attainment of annual sales goals within SE territory of Michigan. Drives strategy and change management.
- Performance oversight includes driving business development, adherence to Policy, Procedures, Risk Management, Regulatory Compliance, Training, Sales Observation Coaching, Process Execution, Credit Training, and Career Development.
- Requires ongoing partner /cross channel collaboration.
- Also responsible for advancing external center of influence relationships by providing executive level brand representation in territory.
- Outcome: Above goal team attainment in all major categories 2013, 2014, 2015.