

Contact

www.linkedin.com/in/jeffrey-clark-03395b84 (LinkedIn)
www.northerntrust.com/asset-servicing/united-states (Company)

Top Skills

Relationship Management
Financial Analysis
Sales Management

Jeffrey Clark

SVP - Practice Executive-Large Corporate Group, East. The Northern Trust Company
Chicago, Illinois

Summary

I am the Practice Executive for Northern Trust's Large Corporate Group in the Eastern United States. In this capacity, I lead teams of banking and trust professionals who have responsibility for relationship management and business development activities for a wide range of corporate clients in the Eastern United States. Across the client portfolio, my team is responsible for \$500 billion, \$145 billion and \$6.5 billion in assets under custody, assets under management and loan commitments, respectively.

Prior to assuming my current role, I was a Division Manager within the Large Corporate Group and prior to that, I served as the Group Head for the National Banking Group within Corporate & Institutional Services for four and a half years. In this capacity, I managed three Corporate Banking Divisions which had business development, relationship management and credit underwriting responsibilities for approximately 375 corporate banking clients in the Northeast, Mid-Atlantic and Midwest regions of the country.

Experience

Northern Trust Company

Senior Vice President

May 1996 - Present (24 years 3 months)

Manage team of trust and banking professionals covering large corporate clients in the Southeast.

Wells Fargo

Vice President

March 1992 - May 1996 (4 years 3 months)

KeyBank

Credit Analyst

August 1991 - March 1992 (8 months)

Education

Kent State University

Bachelor of Business Administration (BBA), MBA, Finance,
General · (1985 - 1990)

Bryan High

Kent State University

BBA, Finance, General