

## Contact

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## Top Skills

Credit Analysis

Debt Restructuring

Banking

## Certifications

FCCA

# Jennifer Lyons

Associate Director at Bank of Ireland Corporate and Markets  
Ireland

## Summary

Over 18 years corporate banking experience, supporting corporates and SMEs. Specialise in customer relationship management across a broad range of sectors and geographies. Extensive debt structuring knowledge and capability.

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## Experience

### Bank of Ireland Corporate and Markets

20 years

#### Associate Director

November 2017 - Present (2 years 9 months)

County Dublin, Ireland

Central Support Unit, Corporate Banking Ireland & UK

- Lead a team providing operational and specialist support to the lending teams, including credit and regulatory activities
- Identify and implement opportunities to create efficiencies in existing business processes
- Coordinate all business reporting and data activities across the business unit.

#### Associate Director

March 2015 - November 2017 (2 years 9 months)

County Dublin, Ireland

Private Companies Team, Corporate Banking Ireland & UK

- Lead a team of sector specialists managing strategically important Irish clients - sectors include healthcare, telecoms, construction and retail
- Support all aspects of client requirements including new lending, refinancing and operations
- Deliver challenging income targets whilst maintaining credit standards

#### Senior Manager / Associate Director

July 2009 - March 2015 (5 years 9 months)

County Dublin, Ireland

Challenged Portfolio, Corporate Banking Ireland & UK

- Managed a large portfolio of leveraged, distressed relationships throughout Ireland and the UK, pursuing primarily consensual outcomes for major clients across a range of sectors
- Influenced and negotiated with key stakeholders including equity sponsors, banks and bondholders, adopting a leading role in all transactions
- Developed comprehensive MI programme and restructuring training courses, rolled out across the wider business

### Senior Manager

October 2006 - July 2009 (2 years 10 months)

County Dublin, Ireland

Head of European Portfolio Management, International Corporate Banking

- Oversaw the intensive management of a large portfolio of mainly leveraged assets located in the UK, Europe, the Middle East and Australia
- Developed a relationship strategy and customer calling programme, travelling extensively throughout Europe to build client relationships
- Led a team of eight underwriters, ensuring the delivery of comprehensive credit analysis and timely reporting

### Manager

April 2004 - October 2006 (2 years 7 months)

County Dublin, Ireland

Business Reconstruction Unit

- Managed a portfolio of high maintenance accounts and determined the best course of action, including restructuring, asset/debt sales, examination, liquidation or receivership
- Recommended appropriate provisioning levels for assets and exited transactions to minimise loss

### Deputy Manager

July 2001 - March 2004 (2 years 9 months)

County Dublin, Ireland

Technology, Media & Telecoms Team

- Managed a portfolio of high income domestic and international clients, preparing credit reviews, waiver requests, origination of new lending, refinancings
- Acted as Business Development team liaison, travelling throughout Europe and the US presenting BOI to prospective clients

### Graduate Trainee

August 2000 - June 2001 (11 months)

County Dublin, Ireland

Strategy, Marketing & Development

- Presented tender documents aimed at securing banking business of inward investors

- Developed strong relationships with the IDA, external intermediaries and marketing companies

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## Education

Trinity College Dublin

Bachelor of Business & French · (1996 - 2000)

Coventry University

Postgraduate Diploma in Leadership and Motivation · (2010 - 2011)

ACCA

ACCA Professional Qualification · (2001 - 2005)

UNIVERSITE D'Auvergne

Diplome des Sciences Economiques · (1998 - 1999)