

Contact

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Top Skills

Teamwork

Finance

Financial Analysis

Honors-Awards

Celebrate Great Platinum Award

Jeffrey Leets

Commercial Banking Relationship Manager at Northern Trust Corporation
Chicago, Illinois

Experience

Northern Trust Corporation

5 years 10 months

Commercial Banking Relationship Manager

December 2018 - Present (1 year 8 months)

Greater Chicago Area

- Responsible for managing a portfolio of private and public companies based in Northern California, Oregon, Washington and Arizona (with revenues of \$500MM and above) within Northern Trust Company's Corporate and Institutional Services (C&IS) Group.
- Markets Commercial Banking products and services to prospects and clients. Services existing relationships and develops and cultivates relationships with new clients to enhance profitability of credit and non-credit business.

Senior Credit Portfolio Manager

February 2017 - December 2018 (1 year 11 months)

Greater Chicago Area

- Managed a \$1.4 Billion portfolio of commitments to Large Corporate and Middle Market borrowers and prospects.
- Collaborated with Relationship Managers in business development through financial/credit analysis of prospects and clients.
- Mitigated key risks by providing an independent, in-depth analysis of financial statements, projections and business plans.
- Prepare underwriting documents for new deal requests, annual credit reviews, and amendments to maintain compliance with commercial credit policy and further business unit objectives.
- Assigned Special Projects including the development of a new leveraged loan regulatory framework.
- Completed formal Credit Training program with coursework including fundamental financial analysis, industry analysis, collateral assessment, repayment sources, loan structure, and upside/downside projections.

- Member of Navigating Northern; a resource council subcommittee that engages partners across the organization through events including small group learning sessions and business unit career panels.

Credit Operations Analyst

October 2014 - January 2017 (2 years 4 months)

Greater Chicago Area

- Developed and prepared loan reports detailing various portfolio metrics (i.e. Weighted Credit Rating, Loan Composition and Industry Exposures).
- Ensured compliance with key control procedures by recording committee data, documenting group decisions and archiving customer analysis profiles.
- Identified and reconciled errors in report data sources to maintain quality.
- Automated reports using Business Objects to streamline data production and delivery.
- Placed first out of 13 teams in Advancing Professional's Business Case Challenge by collaborating with myriad of business units and presenting in front of a panel of executive level judges.

Lutheran Social Services of Illinois Intern

June 2011 - August 2011 (3 months)

- Rebuilt government and member/donor database utilizing Excel.
- Provided inputs on legislative public policy and member relations.

Education

North Central College

Bachelor of Science (B.S.), Finance, General · (2012 - 2014)

Augustana College

· (2009 - 2011)