

Contact

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Top Skills

Portfolio Management

Asset Based Lending

Relationship Management

Jeffrey S. Ackerman

Managing Director at Sterling National Bank
New York, New York

Summary

Banking professional with extensive experience in Middle Market Commercial Lending and Asset Based Financing. Competent managing multi-billion dollar portfolios. Recognized for ability to establish and build significant client relationships. Skilled in structuring deals and managing credit risk. Proven leadership and team building skills. Proficient in recognizing opportunities for cross selling financial products and services.

Experience

Sterling National Bank

Managing Director

May 2018 - Present (2 years 3 months)

Greater New York City Area

Santander Bank, N.A.

Senior Vice President, Relationship Manager

November 2015 - February 2018 (2 years 4 months)

Greater New York City Area

Responsible for the Middle Market and Corporate Banking business in the New York Metro area. Specialized in commercial and industrial business development, collateralized borrowing, and servicing existing clients and cross-selling to enhance the relationship.

- Sourced and closed \$42MM new business during the past year
- Increased allocations in syndicated credits
- Cross sold multiple products including: cash management, F/X, rate SWAPS, deposits, and letters of credit
- Referred business opportunities to other specialty areas within the bank, such as equipment leasing, commercial real estate, and ABL

Israel Discount Bank

Senior Vice President, Group Head

November 2006 - October 2015 (9 years)

Greater New York City Area

Portfolio Group Head in the Asset Based Lending Department. Managed a \$635MM Portfolio. Supervised a team of 5 account officers, monitored their assigned accounts and identified cross-selling opportunities. Collaborated with numerous areas in the bank, including: new business development, legal, operations, and field examinations.

JPMorgan Chase & Co.

Senior Vice President, Regional Portfolio Manager

July 1985 - September 2006 (21 years 3 months)

Greater New York City Area

SVP - Regional Portfolio Manager

Managed the Northeast Region's \$2B asset based portfolio. Supervised a team in NYC & Rochester. Transitioned the on-boarding of new accounts from origination and assigned to the respective account officer. Participated in the screening of new business transactions and referrals from the Bank. Monitored and reviewed portfolio account risk ratings to effectively manage risk and emerging trends. Worked with account executives to identify potential problem situations, develop appropriate strategies, and ensure execution within credit policy guidelines. Ensured the timely completion of all surveillance reporting for internal policy requirements and external SNC/OCC reviews.

Structured credit facilities, implemented action plans, negotiated client fees and legal documentation, evaluated collateral, analyzed financial statements and cash flows, reviewed field examination reports.

SVP, Asset Based Lending / Team Leader, Middle Market Structured Finance

Supervised a team of lending officers in the servicing of an asset based portfolio. Monitored team portfolio to ensure adherence to operational procedures and observance of credit policy. Identified potential problem accounts and developed exit strategies. Recommended, negotiated, & implemented credit programs and action plans to enhance portfolio quality and minimize risk. Pre-screened new business transactions with recommendations on collateral advance parameters, loan covenants, general structure, and deal terms for credit facility proposals and loan commitments. Negotiated and reviewed loan agreements. Ensured that team assignments were operating within the approved guidelines & in compliance with the loan agreements.

Special Projects:

1. Assigned the responsibility to spearhead the start-up of an Asset Based Lending Portfolio for an affiliate,
2. Assigned the responsibility to manage the transfer & maintenance of CBNJ's \$100MM Asset Based Portfolio to New York.

Education

Long Island University

Master of Business Administration (M.B.A.)

City University of New York-Brooklyn College

Bachelor's Degree