

Contact

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Top Skills

Leveraged Finance

Structuring

Financial Institutions

Jay Chall

President at JC Consulting
Charleston, South Carolina Area

Summary

Senior banking executive with extensive experience in business development and transaction origination for bank, insurance and reinsurance companies, specialty finance firms, investment managers and hedge funds. Proven track record of managing credit risk through many economic cycles including successful restructurings and workouts. Hands on leader with sound business judgement and analytic abilities.

Consulting to Financial Institutions with an emphasis on capital allocation, restructuring of credit risk management and lending areas, Basel iii issues, strategic planning, succession planning, and credit training for lending and credit staff as well as board of directors.

Experience

JC Consulting

President

February 2012 - Present (8 years 6 months)

Consulting services to the Banking industry specializing in risk management, loan production, valuation of assets, capital allocation, capital modelling, and Reorganizations/Restructurings.

TradeRiver USA, Inc

Member of the Board

May 2013 - September 2017 (4 years 5 months)

Baltimore, Maryland Area

TradeRiver is an online funding solution that brings together the two key components of Trade finance into a single digital process. It provides Buyers, at any point in the supply chain, with a pre-approved revolving facility to finance their trade requirements with multiple suppliers. Payments and administration are paperless and transparent via the TradeRiver online platform.

Assisted with the raising of equity and debt to finance growth of this platform.

Responsible for approving all new client requests as senior member of the credit committee.

Member of the audit, funding, and compensation committees.

Credit Suisse

Director

June 1986 - December 2011 (25 years 7 months)

Senior banker with demonstrated expertise in business development, transaction structuring and execution. Diverse product experience including bank loans and fixed income products. Expert in negotiation of legal documentation, including workouts and restructurings. Expert in loan market pricing dynamics, including CDS and secondary loan levels, as well as company analysis.

Sole relationship lending officer responsible for coverage of financial institutions. Coverage universe included 80 clients including Insurance companies, banks, asset managers, hedge funds and specialty finance companies.

Solely responsible for pricing all leveraged and investment grade loans booked on the firms balance sheet accomplished by daily interaction with the secondary loan market and credit default swaps trading desks.

Also served as deputy head of corporate banking, group head, corporate banking and group head of structured trade finance.

Credit Agricole

Vice President

May 1984 - May 1986 (2 years 1 month)

VP and team leader, Corporate banking

Responsible for the development and management of 30 fortune 500 relationships

Member of credit committee. Responsible for approval of all new loan facilities booked in the US.

RBC Royal Bank

Vice president

January 1971 - May 1984 (13 years 5 months)

VP-corporate banking

VP Correspondent banking

VP Pittsburgh Representative office

Human Resource Manager NY

Systems and operations officer

Branch Manager, Vancouver BC

Education

City University of New York-Baruch College

BBA, Finance · (1966 - 1970)

NY institute of Banking

Banking, Corporate, Finance, and Securities Law · (1972 - 1973)