

Contact

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Jeff Bryan

Owner at AAMCO Petaluma
San Francisco Bay Area

Experience

AAMCO Petaluma

10 years 3 months

Owner

June 2010 - Present (10 years 2 months)

Present Owner/Senior Manager

May 2010 - Present (10 years 3 months)

Acquired and re-started a failing business. Responsible for all aspects of the business, including sales, customer relations, marketing, production, accounting, personnel, facilities, equipment, and government filings. Prepared financial statements and tax returns for this business, and continually analyze results. Improved sales by 60% in first full year. Won awards for improvement. Completed intensive AAMCO management program with score of 94%.

July 2005 to U.S. Bank – Wealth Management and Business Banking Divisions (SF)

May 2010 Vice President Private Banking/Business Banker

Reported to: Denise Vonhof (916-803-5553)

Developed new commercial loan and deposit account relationships, and managed an existing portfolio of banking clients. Gathered underwriting information, performed front end analysis, structured, priced, gained credit approval, booked, and followed for changes in risk. Accountable for obtaining updated financial information of existing loan clients for annual reviews and renewals. Front line responsibility for any changes to risk grade. Loans included commercial real estate loans, business and personal lines of credit. Total loan/line production \$42 million. Referred \$18 million to mortgage specialists.

Valliance Funding Group

Executive Vice President/Founder/Part Owner

July 2005 - Present (15 years 1 month)

Co-Founder of commercial loan broker, and its sole employee. Prepared loan book for each client with detailed underwriting information for lender.

Searches included loans for real estate purchase and development, accounts receivable, inventory, factoring, and acquisitions. Successfully arranged \$15 million of loans, lines of credit, and factoring.

San Jose National Bank

Senior Vice President/Commercial Banking Team Leader

December 2004 - Present (15 years 8 months)

Reported to: Henry Chow (408-230-1776)

Team leader of three commercial lenders, one consumer lender, one credit analyst. Supervised underwriting effort and approved loans. Developed action plans and was the main interface for several problem loan accounts (all originated by others). Products included accounts receivable lines, unsecured lines, real estate loans, import financing, and cash management. Loan commitment growth \$15 million in 2003 and \$22 million in 2004. Award for underwriting skills.

Valliance Funding Group LLC

Vice President

December 2004 - Present (15 years 8 months)

First Bank

Senior Vice President/Commercial Banking Team Leader

September 2002 - Present (17 years 11 months)

Reported to: Terry McCarthy (314-854-4600)

Managed team of three commercial lenders and one credit analyst. Primary products were enterprise value loans, asset based loans, and government guaranteed loans.

Greater Bay Bank

Senior Vice President

September 2002 - Present (17 years 11 months)

since acquired by Wells Fargo Bank)

FirstBank & Trust

Senior Vice President

February 1999 - Present (21 years 6 months)

Sanwa Bank California

Vice President

October 1988 - Present (31 years 10 months)

acquired by Bank of West

Sanwa Bank

Vice President/Manager

October 1989 - May 1999 (9 years 8 months)

Reported to: John Schrup (650-579-1500)

Manager of Sanwa Bank's largest commercial loan office in northern California. Team included two commercial lenders, one consumer lender, and an operations staff, 12 total reports. Products included accounts receivable lines, unsecured lines, real estate loans, import financing, home equity loans, and cash management. President's Award winner (top 20%) in 1996 and 1997.

Education

Pacific Coast Banker School

MBA · (1997)

San Jose State University

BS, Finance · (1981)