

Contact

www.linkedin.com/in/jeffrey-hauser-b51b444 (LinkedIn)

Top Skills

Commercial Banking
Management
Banking

Jeffrey Hauser

Coverage Banker for Corporate Banking - Southeastern Region
Raleigh, North Carolina

Summary

Banking professional with nearly 30 years of corporate and investment banking experience. Proven negotiating and communication skills in managing all facets of the client relationship. Skilled in both attracting new clients and broadening existing relationships through effective needs analysis and consultative selling techniques. Strong competency in all aspects of capital markets products with particular expertise in debt structuring and underwriting as well as, portfolio management. A recognized team player with strong leadership skills.

Experience

Capital One

Managing Director

December 2016 - Present (3 years 8 months)

Raleigh, NC

BBVA Compass

Senior Vice President

November 2013 - December 2016 (3 years 2 months)

Raleigh, NC

Coverage Banker for Mid Corporate Banking - Eastern Region.

Jeff joined BBVA Compass in November 2013 to help establish the Bank's Raleigh office. Jeff focuses on companies in the \$500MM to \$3B in revenues range and his territory spans from the Baltimore, MD market in the north to South Carolina. BBVA Compass promotes a client-centric model supported by the three pillars of principles, people and innovation.

SunTrust Robinson Humphrey

11 years 10 months

Managing Director

October 2008 - November 2013 (5 years 2 months)

Coverage Banker for Corporate Banking Group - Central Carolina Region.

Responsible for new business development in corporate and investment banking services for a diverse array of small to large cap clients ranging in size from \$100MM to \$1B in revenues. Started with a virtual greenfield opportunity in 2008 and grew the portfolio to 13 client relationships with nearly \$300MM in committed capital and generating approximately \$8MM of annualized total product revenue.

Managing Director

February 2002 - October 2008 (6 years 9 months)

Richmond, VA

Responsible for new business development and client coverage for a group of small-to-large cap media & telecom clients with a particular emphasis on the cable TV and broadcasting sectors. Integral player in developing and executing a client strategy focused on elevating the stature of the practice group.

PNC

Managing Director

April 1996 - February 2002 (5 years 11 months)

Philadelphia, PA

Primary client coverage responsibility for a diverse portfolio of media & telecom clients with aggregate commitments in excess of \$750MM. Responsible for new business development and delivering an array of credit, investment banking and treasury solutions to our clients.

Meridian Bank

Vice President

January 1989 - April 1997 (8 years 4 months)

Philadelphia, PA

Started my banking career with Meridian as a credit analyst supporting the Bank's Corporate Banking Group. Promoted to Senior Analyst in 1990 and elevated to a coverage banker in 1991 with a focus on companies with revenues in excess of \$100MM. In 1993, was integral in developing a business plan and marketing strategy for the Bank's Media & Telecom practice, with a particular focus on the cable TV and publishing sectors.

Education

Temple University - Fox School of Business and Management
Bachelor of Science (B.S.), Economics · (1986 - 1988)

Richmond, The American International University in London
· (1985 - 1986)

University of New Hampshire
· (1985 - 1986)