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| Wesley K. Basham | Leitchfield, KY ▪ 270-287-1180  [wbasham23@gmail.com](mailto:wbasham23@gmail.com)  www.linkedin.com/in/wesley-k-basham-04084427 |

Professional Senior-Level Executive

*An energetic target-focus leader with the intuitive ability and experience to create long-term relationships, build trust, handle conflict resolutions and deliver results of a self-aware leader all to pursue my lifelong purpose of impacting the lives of people. Self-motivated with a strong willingness to work as part of a team using my skills of adaptability, problem-solving, communication, and perseverance to succeed in my climb towards my professional career. 18+ years of success from working as an Account Executive to a Senior Level Officer and VP for multiple Financial Institutions.*

Highlights of Expertise

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| * Organizational Communicator * Influencing People’s lives * Team Leadership * Staff Training and Development * Creativity | * Analytical and Detailed * Project Management * Finance and Banking * Relationship Building * Skilled Negotiator |

Career Experience

**Alare Enterprises, USA**

*Chief Relationship Officer (CRO) for Alarè Leadership. We help organizations: develop more in-depth industry insight, identify the strengths of employees, and streamline business processes.*

**Chief Relationship Officer** (October 2019-Present)

* Currently, in the Start-Up Phase by attaining our first round of goal of 5 million dollars in Capital Funding.
* Alare is a state-of-the-art informational hub built upon helping to impact entrepreneurs succeed by allowing them the needs to capital.
* Consulting and Advising the CEO on client development by retaining our foundation and helping them find creative ways to grow.

**Limestone Bank, Brownsville, KY**

As a BDO, my goal was to expand the market area by acquiring new profitable business opportunities and develop them into long-term relationships for the institution.

**Business Development Officer** (March 2019 to August 2019)

* Negotiated a three million dollar bid from the Brownsville Water District.
* I have designed various strategies to improve market share.
* Installed various phases to implement a collaborative team culture.

**First Kentucky Bank, Beaver Dam, KY**

Drove growth by identifying and capitalizing upon new opportunities regarding potential customers while cultivating and maintaining positive relationships with each customer.

**Vice President – Commercial Lender** (April 2016 to November 2018)

* Ensured a full understanding of each customer’s specific requirements and needs to identify the loan products.
* Successfully secured new business development opportunities, commercial or consumer lending, and deposit products.
* Spearheaded the development and implementation of new strategies, which directly resulted in a 46% branch growth and significant account growth.
* Steered the successful acquisition of the second-largest deposit holder in the bank.

**Leitchfield Deposit Bank, Leitchfield, KY**

*Learned from the ground up about all the various functions of how to operate a Financial Institution while also focusing on the business development and growth of the Bank was eventually groomed to become the CEO following the end of 2016...*

**Vice President – Senior Loan Officer** (February 2007 to April 2, 2016)

* Led the completion of cold calling campaigns that secured new business.
* Delivered individualized loan options that matched each customer’s unique needs. Possessed full control over all lending, policy changes, and compliance reviews.
* I have established an environment that championed employee retention.
* I have proven the ability to control and hold accountability for the development of new policies regarding lending, personnel, and advertising.
* Consistently delivered new strategies that facilitated the continued growth of a $35M+ portfolio.

**Conway Freight Systems, Inc., Central City, KY (XPO Logistics)**

*Created positive experiences for each customer to support satisfaction and retention while innovating new growth and development strategies.*

**Account Executive** (May 2002 to February 2007)

* Was awarded the Top Outbound Shipment Growth, with a total growth of 146% from the previous year.
* I implemented the required strategies designed to increase visibility and brand awareness.
* Grew the market share by engaging and forging bonds to form long-term relationships with customers.
* I have communicated the benefits of company services to prospective clients and negotiated pricing.

Education

**Kentucky Wesleyan College**

*Bachelor of Science in Communications*

* Major: Communications
* Minor: Business Administration
* GPA of 3.1
* NCAA Student-Athlete: Baseball
* Greek Fraternity Member

**Community Engagement**

* President, Twin Lakes Regional Hospital District Board, 2015 – 2016
* President, Grayson County Chamber of Commerce, 2013 – 2014
* President, Grayson Rotary Club, 2011 – 2012
* Founding Board Member, Court Appointed Special Advocates (CASA) of Grayson County