

Wells Fargo Names Monica Cole Head of North Region for Middle Market Banking
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'Proven leader' a champion of diversity and inclusion

Wells Fargo & Company (NYSE:WFC) announced today that Monica Cole has succeeded Laura Oberst to head [Middle Market](#) Banking for the North Region. [Oberst](#) was tapped in September to lead the company's Business Banking Group.

This Smart News Release features multimedia. View the full release here:
<http://www.businesswire.com/news/home/20161031005207/en/>



Monica Cole named head of Wells Fargo Middle Market Banking for the north region, serving family owned, privately held businesses with annual sales of \$20 million or greater in Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin. (Photo: Business Wire)

Cole has led the Southern Division of Wells Fargo Middle Market Banking since 2014, managing more than 100 team members at regional offices in Arkansas, Kansas, Missouri, North Texas, and Oklahoma. In her new role, Cole, who is relocating to Chicago, oversees more than 350 team members in six states, including Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin. She will report to John Adams, head of Middle Market Banking, which serves mostly privately held, [family owned](#) businesses with annual sales of \$20 million or greater.

"Monica is a proven leader who has developed exceptional leadership skills and brings a wide-ranging perspective and understanding of the middle market," Adams said. "I expect her to make an immediate impact by continuing our momentum in the northern U.S., helping thousands of middle market customers reach their financial goals."

A 22-year Wells Fargo veteran, Cole began her career as a Norwest Corp. corporate banking trainee. She then held roles of progressing responsibility, building broad experience as a senior portfolio and relationship manager, as well as a loan administration officer. Cole joined Middle Market Banking in July 2014 after spending four years as east region business credit manager for Wells Fargo Capital Finance, where

she was responsible for growth and risk management of smaller middle-market accounts in the eastern U.S. and eastern Canada.

A champion of [diversity and inclusion](#), she co-chairs Wells Fargo's Middle Market Women's Growth Initiative, creating events and other services to help women expand their businesses. Cole also serves on the Wells Fargo Black African American Leadership Council. She volunteers on the [Boys and Girls Club of Greater St. Louis](#) board.

Cole earned her bachelor's degree in mechanical engineering from Christian Brothers University in Memphis, Tennessee, and her MBA in finance from Clark Atlanta University.

About Wells Fargo Middle Market Banking

Wells Fargo is No. 1 in total middle market banking share in the U.S. and has the most lead banking relationships with middle market companies with \$25 million to \$500 million in annual sales.* With 140 offices in 38 states and four Canadian provinces, Wells Fargo Middle Market Commercial Banking provides local service and decision-making for businesses with \$20 million to \$500 million-plus in annual sales. Asset-based lending, traditional secured loans, and capital markets provide access to working capital for day-to-day operations and growth. Expertise and services are available to specialty industries, including [food and agribusiness](#), [healthcare](#), [government](#), [higher education](#), clean technology, and environmental services. Watch stories about successful middle market companies at <http://wholesalebanking.wf.com/cmbg-success-stories>.

About Wells Fargo

Wells Fargo & Company (NYSE:WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 8,600 locations, 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 42 countries and territories to support customers who conduct business in the global economy. With approximately team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 27 on Fortune's 2016 rankings of America's largest corporations. Wells Fargo's vision is to satisfy our customers' financial needs and help them succeed financially. News, insights and perspectives from Wells Fargo are also available at [Wells Fargo Stories](#).

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