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| Profile Summary | <ul style="list-style-type: none">• Finance, sales, acquisition, and portfolio management• Excellent interpersonal and analytical skills• Highly competitive environments where product differentiation is challenging• Internally, a motivator and coach with strong team-building experience• Client service is highly consultative and people-driven• Proficient in Microsoft Office |
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Employment	The Piedmont Bank, Norcross, GAThe Piedmont Bank, Norcross, GA	<i>2014-current</i>
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Vice President, Commercial

Privately-held banking and loan operations

COMPREHENSIVE ANALYSIS

- Using Sageworks, tax records, company financials, and CPA documents to analyze global financials, decision loans and provide consultation

LENDING: from preliminary financial reviews to funding and beyond.

- New account acquisition, documentation, loan packaging, presenting loan requests to the officers and Board of Directors, and managing client accounts.

RESULTS:

- Fifteen new loan relationships approved in less than 1 year.

2011-2014

2002-2006

North American Mission Board, Alpharetta, GA

Regional Finance Coordinator

Private equity fund coordination involving account management, analysis, lending, and acquisition

ACCOUNT MANAGEMENT

- Strategic marketing designed to drive market awareness and increase key spheres of influence.
- Client-centric approach toward retention and increasing ROI

ANALYSIS

- Loan portfolio analysis including comprehensive underwriting, renewing loan notes and developing workout strategies for non-performing assets

LENDING

- Administer loans where appropriate as part of corporate investment strategy
- Manage lengthy sales cycles from preliminary financial reviews to funding and beyond

ACQUISITION

- Select real estate for purchase involving a variety of due diligence applications to ensure sound investment

2009-2011

Injoy Stewardship Services, Suwanee, GA

Business Development

- Managed marketing list in south and Midwest.
- Generate sales in the form of consulting agreements
- Develop and execute marketing strategy using cross-channel technology

BB&T, Alpharetta, GA

2006-2009

Commercial Loan Officer

- Managed loan portfolio and responsible for new loan production as well as a comprehensive approach to financial services.
- Analyzed financial statements and pertinent information to determine creditworthiness of prospective and existing clients.
- Business development in all shapes and forms
- Achieved top 10% recognition from senior bank leadership.

Education	Master of Business Administration	<i>2001</i>
	<i>Georgia State University, Atlanta, GA</i>	
	Bachelor of Arts	<i>1995</i>
	<i>University of Georgia, Athens, GA</i>	