

Commercial Banking Director | Middle Market & C&I; Lending Leader

Experienced commercial banking leader with a proven track record of building and managing middle-market portfolios, leading teams, and driving consistent growth across regional and national banking platforms. Strong expertise in C&I; lending, relationship management, and portfolio development, with a focus on client-centric solutions and disciplined credit structures.

Career Progression

Early Career

- Began in financial advising before transitioning into banking through a two-year analyst program at Wells Fargo
- Continued while pursuing an MBA and progressed toward a CPA designation

Transition to Commercial Banking

- Moved into commercial banking as a Relationship Manager focused on middle-market clients
- Expanded into Asset-Based Lending (ABL) and Lender Finance

Midwest-Based Bank

- Grew portfolio by ~\$25MM annually to \$125MM–\$150MM
- Built and managed a \$280MM corporate portfolio
- Led team of bankers, portfolio managers, and support staff

Regional Bank (Current Role)

- Built \$260MM in outstandings and \$60MM in deposits
- Portfolio is ~80% C&I; focused
- Serves diverse clients including contractors, ESOPs, physician groups, and manufacturers

Portfolio & Client Focus

- Target clients: \$3MM–\$15MM EBITDA
- Experience with ESOPs, buyouts, manufacturing, real estate
- Strong emphasis on deposits and family office collaboration

Leadership & Technical Skills

- Team leadership and business development
- Full credit lifecycle expertise
- Systems: Salesforce, nCino, BankWay, IDS Insight

Career Preferences

- Prefers regional/mid-sized banks
- Values strong culture and collaboration