

## **Commercial Real Estate Banking Professional**

Results-driven commercial real estate banking professional with experience in loan origination, portfolio management, and credit analysis across middle-market and institutional clients. Demonstrated ability to support and execute complex CRE transactions, manage large portfolios, and contribute to consistent portfolio and deposit growth.

Strong foundation in underwriting, financial analysis, and deal structuring, with progressive experience across banking roles. Recognized for analytical rigor, attention to detail, and the ability to support relationship management and production efforts.

### **Career Highlights**

#### **Loan Production & Portfolio Growth**

- Contributed to closing \$45MM+ in CRE loan transactions, including construction and term facilities
- Managed and supported growth of a \$200MM+ loan portfolio
- Increased deposit portfolio from ~\$2MM to \$6MM+ through client relationship development
- Reviewed and evaluated loan opportunities to support ongoing pipeline development

#### **Credit Analysis & Underwriting**

- Analyzed \$2B+ in potential loan opportunities, supporting credit decisioning and deal structuring
- Prepared and presented credit opportunities to senior management
- Underwrote diverse CRE asset classes including office, retail, multifamily, and industrial

#### **Portfolio Management & Risk Oversight**

- Managed 30+ loans across client relationships with exposure exceeding \$500MM
- Conducted ongoing portfolio reviews and performance monitoring
- Supported credit quality through proactive risk assessment

#### **Early Career Credit Foundation**

- Underwrote and supported approval of \$175MM+ in loan commitments
- Assisted with loan modifications during market disruption
- Developed strong technical expertise in financial analysis and loan structuring

### **Professional Experience**

#### **Regional Banking Institution**

Vice President – Commercial Real Estate Banker

- Originated and closed CRE loans while managing a ~\$200MM+ portfolio
- Drove deposit growth and business development
- Evaluated opportunities and issued term sheets

Portfolio Manager – Commercial Real Estate

- Supported underwriting and credit approvals

- Managed portfolio performance and reporting
- Partnered with relationship managers on deal execution

### **Regional Banking Institution**

Credit Analyst

- Underwrote new loans and renewals
- Prepared credit memorandums and financial analysis
- Supported portfolio risk management

### **Asset Management Firm**

Fund Accountant

- Performed financial analysis and valuation support
- Calculated NAV and monitored investment activity

### **Education**

- Bachelor of Business Administration in Finance

### **Core Competencies**

Commercial Real Estate Lending • Credit Analysis • Financial Modeling  
Portfolio Management • Loan Structuring • Risk Assessment  
Client Support & Relationship Development • Market Analysis