

Chief Lending Officer | Senior Commercial & SBA Banking Executive

Dynamic and results-driven banking executive with deep expertise in commercial lending, SBA origination, and relationship-driven business development. Proven track record of building and scaling lending platforms, driving consistent revenue growth, and leading high-performing teams in competitive markets.

Recognized for a player-coach leadership style, combining strategic oversight with personal production. Strong ability to originate, structure, and execute complex lending solutions while maintaining disciplined credit standards and strong regulatory alignment.

Value Proposition

- Executive leadership across commercial lending, SBA (7a/504), C&I, and CRE
- Proven success building and scaling SBA platforms from inception
- Strong production track record with consistent revenue and fee income generation
- Skilled in balancing growth, credit quality, and regulatory compliance
- Engaging leader with strengths in team development, coaching, and public speaking

Career Highlights

Executive Leadership & Lending Platform Growth

- Promoted to Chief Lending Officer with full oversight of commercial lending strategy, production, and portfolio performance
- Managed loan portfolio of approximately \$160MM while leading both production and credit teams
- Active participant in loan committee with delegated approval authority

SBA Production & Program Development

- Built and scaled SBA platform, becoming primary originator and achieving \$17MM in SBA production and \$35MM in total new business
- Generated over \$1MM in SBA secondary market income
- Maintained Preferred Lender Program (PLP) status and worked closely with regulatory and audit bodies
- Co-led PPP rollout generating approximately \$48MM in originations

Top Producer & Revenue Generation

- Consistently ranked as top SBA producer, including #1 national production ranking in prior role
- Delivered multi-million-dollar annual production across multiple regions
- Generated significant fee income through loan sales, structuring, and pricing strategies

Business Development & Market Expansion

- Built and expanded commercial relationships across multiple states and markets
- Developed referral networks and executed targeted growth strategies in competitive environments
- Designed and launched streamlined SBA lending programs to accelerate client onboarding

Leadership, Training & Team Development

- Led, coached, and mentored business development officers and lending teams across multiple regions
- Delivered training, public speaking engagements, and educational programs for clients, partners, and internal teams
- Known for developing talent and improving team productivity and performance

Early Career Sales & Relationship Management

- Progressive experience in sales leadership, account management, and business development across financial services and technology sectors
- Consistently exceeded sales targets, including top national rankings and significant quota overachievement
- Built strong foundation in client relationship management, revenue growth, and market expansion

Professional Experience

Regional & Community Banking Platforms

Chief Lending Officer / Senior SBA & Commercial Lending Leader

- Lead commercial lending strategy including SBA, C&I, and CRE originations
- Oversee loan production, credit quality, and portfolio performance
- Drive business development while maintaining executive leadership responsibilities

Senior SBA Business Development & Relationship Management Roles

- Originated and structured SBA 7(a) and 504 loans across multi-state markets
- Generated consistent loan production and fee income growth
- Developed programs, mentored teams, and expanded market presence

Early Career – Sales & Business Development Leadership

- Held progressive roles in financial services and technology sales
- Managed regional and national accounts, delivering significant revenue growth
- Led training initiatives and client education programs across multiple markets

Education & Professional Development

- Bachelor's Degree
- Extensive continuing education in commercial lending, SBA programs, and financial analysis
- Ongoing participation in industry conferences and leadership development programs

Core Competencies

Commercial & SBA Lending • C&I; & CRE Financing • Loan Structuring
Portfolio Management • Revenue & Fee Income Growth
Credit Risk & Regulatory Alignment • Business Development
Team Leadership & Coaching • Public Speaking & Training