

## Senior Commercial Real Estate Banking Executive

Highly accomplished commercial real estate banking leader with deep experience managing large-scale portfolios, driving production, and leading high-performing teams across major markets. Proven track record of originating and structuring complex CRE transactions, scaling platforms, and delivering consistent revenue and deposit growth.

Recognized for strong credit expertise, full-cycle deal execution, and the ability to balance production leadership with disciplined risk management. Experienced in working with institutional sponsors, middle-market clients, and complex capital structures across diverse asset classes.

### Career Highlights

#### Production & Portfolio Growth

- Consistently high-producing banker, originating ~\$150MM+ annually in CRE loan commitments
- Managed and scaled portfolios ranging from \$300MM to over \$1.5B in total exposure
- Generated \$400K+ in arranger and syndication fees
- Drove consistent deposit growth averaging ~\$25MM+ annually

#### Leadership & Platform Management

- Led regional CRE business line overseeing ~\$1.5B loan portfolio and delivering ~\$30MM in annual contribution margin
- Managed and developed teams of bankers, analysts, and support staff across multiple markets
- Recruited talent and participated in selective leadership development programs
- Successfully navigated organizational change, including integration during a major merger

#### Client & Market Expertise

- Managed institutional client relationships generating \$15MM+ in annual revenue
- Extensive experience with institutional and middle-market real estate developers and investors
- Coverage across major markets with strong business development and relationship management capabilities

#### Credit & Transaction Execution

- Executed \$900MM+ in new loan originations and \$400MM+ in renewals within a single platform
- Oversaw \$800MM+ portfolio of credit exposure, maintaining strong credit quality
- Structured and executed complex transactions across construction, term lending, and syndicated facilities
- Experience across on- and off-balance sheet executions including agency, CMBS, life company, and debt fund placements

#### Special Situations & Risk Management

- Managed \$200MM+ distressed CRE portfolio early in career
- Reduced exposure by \$100MM+ through restructurings, repayments, and asset sales

- Rehabilitated \$70MM+ of credit relationships and returned them to performing status
- Executed complex note sales and restructures across multi-asset, multi-market portfolios

### **Professional Experience**

#### **Regional / National Banking Institutions**

Senior Commercial Real Estate Leadership Roles

- Led CRE platform with responsibility for ~\$1.5B portfolio, production, and team leadership
- Drove new loan origination, deposit growth, and client acquisition across key markets
- Oversaw execution of complex CRE transactions across multiple asset classes

#### **Relationship Management & Production Roles**

- Originated and managed institutional CRE client relationships generating \$15MM+ in annual revenue
- Produced high-volume loan originations, renewals, and capital markets transactions
- Maintained credit quality across \$700MM–\$800MM+ portfolios of construction, term, and structured loans

#### **Underwriting & Portfolio Leadership**

- Managed underwriting teams covering \$3B+ in diversified CRE loans
- Ensured adherence to credit policy, underwriting standards, and risk management practices
- Improved efficiency and consistency across multi-office platforms

#### **Early Career – Credit & Workout Roles**

- Managed distressed portfolios totaling \$200MM+ in CRE exposure
- Executed restructures, foreclosures, and note sales across diverse asset types
- Built foundation in credit analysis, underwriting, and portfolio management through formal training programs

#### **Education**

- Bachelor of Business Administration in Finance

#### **Professional Involvement**

- Active member of real estate and industry organizations
- Ongoing involvement in community and nonprofit initiatives

#### **Core Competencies**

Commercial Real Estate Lending • Portfolio Management • Credit Risk Analysis  
Loan Structuring & Syndications • Capital Markets Execution  
Business Development • Team Leadership & Talent Development  
Distressed Asset Management • Strategic Planning & Market Expansion