

Senior Commercial Banking & Credit Executive

Accomplished commercial banking leader with extensive experience driving credit strategy, portfolio management, and operational execution across large, complex financial institutions. Proven track record managing multi-billion-dollar portfolios, leading high-performing teams, and delivering disciplined risk management across diverse industries.

Recognized for strategic leadership, strong credit acumen, and the ability to scale teams and portfolios while maintaining rigorous underwriting standards. Experienced in multinational banking environments with exposure to corporate lending, derivatives, and treasury services.

Career Highlights

Portfolio & Risk Management Leadership

- Directed credit management for a multi-region platform overseeing ~\$10B+ in total exposure across loans, derivatives, and treasury-related facilities
- Managed a portfolio of 200+ corporate clients spanning multiple industries and geographies
- Successfully reduced risk exposure by \$300MM+ through proactive portfolio management initiatives

Team Leadership & Organizational Growth

- Scaled a credit organization from a small team to nearly 20 professionals while significantly expanding portfolio size and complexity
- Led cross-functional collaboration across credit, relationship management, and product teams
- Established consistent processes and oversight across multiple regions and business lines

Revenue Generation & Transaction Execution

- Supported underwriting and execution of \$350MM+ in new loan originations, generating ~\$5MM in fee income
- Led and participated in complex syndicated and cross-border transactions, including large co-agented facilities
- Contributed to capital markets activity, including bond issuances totaling hundreds of millions

Special Situations & Industry Expertise

- Navigated sector-specific downturns (including energy), implementing strategies that reduced risk-weighted assets and preserved portfolio quality
- Managed complex credit structures including leveraged transactions, derivatives exposure, and multinational facilities

Professional Experience

Global Financial Institution

Director, Regional Head – Credit Management

- Led credit strategy, risk oversight, and portfolio management across multiple regions
- Oversaw a \$10B+ portfolio including loans, derivatives, and treasury-related exposures

- Managed a team of credit professionals and partnered closely with relationship managers to drive disciplined growth
- Led pipeline discussions, underwriting oversight, and portfolio risk monitoring

Senior Credit Leadership Role

- Managed international client portfolio with lending, derivatives, and treasury exposure
- Drove new business origination and fee generation while maintaining strong credit quality
- Led portfolio reviews and strategic initiatives to reduce risk and optimize capital allocation

Global Financial Institution

Vice President – Corporate Banking / Credit Management

- Managed corporate client portfolio with significant loan, derivative, and treasury exposure
- Underwrote and executed large, complex credit facilities including syndicated transactions
- Supported capital markets activity and cross-border financing transactions
- Recognized for contributions to high-profile transactions and strong production performance

Early Career

- Experience in international consulting and operational roles, building strong analytical and cross-cultural capabilities

Education

- International MBA
- Bachelor's Degree (International Management)
- Bachelor's Degree (Spanish)

Leadership & Additional Experience

- Board leadership roles in nonprofit and community organizations
- Active involvement in volunteer and community initiatives
- Military service background

Core Competencies

Commercial Banking • Credit Risk Management • Portfolio Management
Multinational & Corporate Banking • Financial Analysis & Modeling
Syndications & Capital Markets • Strategic Planning & Execution
Team Leadership & Organizational Development • Cross-Border Transactions