

Dear Mayor Coleman,

I would like to continue my membership on the Property Maintenance Appeals Board for Columbus Ohio. I am a lifelong citizen of Columbus and current work as a branch manager for US Bank. My background in the financial industry has been an asset for this board and I would be honored to have the opportunity to continue serving.

Sincerely,

A handwritten signature in black ink, appearing to read 'Reggie Pace', with a stylized flourish at the end.

Reggie Pace

US Bank
Branch Manager
New Albany
614-855-7324 phone
614-855-0991 fax

Reginald J. Pace
4693 Heatherton Drive, Columbus, Ohio 43229
614.886.0349
reginald.j.pace@gmail.com

Profile Summary

- 14 years of experience in Management and Sales.
- 10 years of experience as a Bank Branch Manager with proven track record of success in Sales and Marketing.
- 13 years of experience in the Financial Industry.
- Experience in Insurance, Investments, Lending and Marketing.
- Exceptional ability to recruit, motivate and train a team to ensure organizational goals are attained.
- Proactive approach has resulted in capturing numerous accounts and expanding client base.
- Possess excellent interpersonal, analytical, and organizational skills.
- Excel within highly competitive environments where leadership skills are the keys to success.
- 8 years of experience as Ambassador for the Dublin Chamber of Commerce.
- 8+ years of experience planning networking events and proactively calling over 1200 small business owners to gain and retain membership.
- 2 years of experience as a member of the Ohio Real Estate Appeals Board ensuring safety codes were met properly.

2013-2014 US Bank, New Albany, Ohio *Branch Manager*

- #1 Branch manager in the east district in personal small business production points
- #1 Branch manager in the east district for small business credit card growth
- #1 Branch manager in the east district for small business loan applications
- #1 Branch manager in the district for small business checking account growth
- Consult with high net-worth individuals and corporate clients with regard to investment opportunities, cash flow, equipment financing, and commercial lending.
- Manage the retail staff to provide a quality customer experience, grow loan and deposit balances, and prepare for career opportunities.

Professional Experience

2006 - 2013 First Citizens National Bank, Powell, Ohio

First Vice President/ Branch Manager

- High-profile management position accountable for soliciting business accounts and developing strategic alliances with clientele.
- Develop tactics to increase assets and profitability.
- Devise and implement innovative marketing principles and promotional sales events for commercial projects to further support financial growth.
- Counsel high net-worth individuals and corporate clients with regard to investment opportunities, risk analysis, and monetary returns.
- Responsible for cross-sell banking services and products to clientele.
- Generated and did underwriting for both commercial and residential loans.
- Supervised overall branch operations and security procedures.
- Participated in community events to position the bank as a leader within the territory.
- Attended networking events in the Powell, Dublin and Delaware Chamber of Commerce.
- Planned and hosted local “Lunch & Learn” events for small businesses.
- Recruited, trained, and motivated quality personnel to increase sales in the Powell market.

Highlights:

- Increased total branch assets under management by 40%.
- Developed a strategic marketing campaign targeting builders, realtors, attorneys and CPA professionals which has generated substantial referrals.
- Designed annual marketing plan to maximize bank exposure in Franklin County as well as Delaware County.
- Held quarterly “Chat with the Experts” telephone seminars for our clientele.

2005 – 2006 Union Savings Bank, Upper Arlington, Ohio

Loan Officer

- Implement marketing strategies to increase mortgages and commercial Real Estate loans
- Averaged \$750k in 1st time home buyer mortgages per month
- Build and nurture relationships with realtors to supply a stream of qualified referrals
- Distribute unique marketing material to maximize the exposure of our company and our unique selling propositions
- Create brochures to increase product knowledge, brand awareness and selling skills for our team of loan originators

2003 - 2005 Bank One, Columbus, Ohio

Branch Manager

- Number one Branch Manager in the country for sales and commission growth
- Number one Branch Manager in Ohio market for loan growth

- Increased new loan production to 6.8mil/yr from 2.4mil/yr
- Increased savings account sales to 330/yr from 230/yr
- Increased investment sales to 6mil/yr from 2mil/yr
- Increased checking account sales to 550/yr from 480/yr
- Increased credit card sales to 150/yr from 88/yr
- Reduced net operation losses fifty percent
- Promoted banking products and services to generate cross sell opportunities
- Managed loan pipeline from point of application through the loan closing
- Performed teller audits to ensure accurate teller procedures
- Recruited and hired quality personnel for branch operations

**2001- 2003 Western Southern Life Insurance Columbus, Ohio
Sales Manager**

- Managed the number one sales team in the Central District by averaging two policies per agent per week with seven agents
- Managed one of the top five investment representatives in the company averaging \$356k in annuity sales per month
- Recruited and trained insurance agents and financial advisors
- Conducted meetings to increase product knowledge and selling skills

**2000- 2001 Western Southern Life Insurance Columbus, Ohio
Sales Representative**

- Led the district in sales after the first three months of employment with \$16,257 of life insurance premium
- Assisted clients with Wealth Management and Retirement Planning
- Generated sales through cold calling and referrals
- Promoted to manager within a year

Education

Bachelor of Arts in Business Management
Wittenberg University, Springfield, Ohio

2000

Certifications

Series 6 license
Life and Health License
Commercial Lending Skills
Business Development Skills
Mortgage Specialist