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# Reginald J. Pace, Sr.

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## Summary of qualifications

- Obtained Series 6 License
- Obtained Life and Health License
- Proven track record in a Branch Manager position
- Seven years experience in management and sales
- Six years experience working in the financial industry
- Experienced in Insurance, Investments, Banking and Lending
- Ordained minister in the State of Ohio

## Education

1996-2000                      Wittenberg University                      Springfield, Ohio

### **Bachelor of Arts in Business Management**

- Martin Luther King Jr. Award for academic excellence and leadership
- President of finance for CB Student development organization
- Captain of collegiate track team

## Professional experience

**Feb. 2006 – Present    First Citizens National Bank    Powell, Ohio**

### **First Vice President/Branch Manager**

- Increased annual commercial Real Estate loan production \$7.3million over 2005 sales production.
- Personally produced 255% of 2005 total branch sales in first ten months of employment.
- Increased total branch assets under management by 40% in first ten months of employment
- Number one representative in the company during the financial services referral contest.
- Supervise branch operations and security procedures
- Recruited and hired quality personnel
- Generate and underwrite both commercial and residential loans
- Design annual marketing plan to maximize bank exposure in Franklin County as well as Delaware County.
- Develop relationship with builders to establish consistent stream of qualified referrals.
- Promoted banking products and services to generate cross sell opportunities
- Named treasurer of the Business Network Association of Powell

**June 2005 – Feb. 2006 Union Savings Bank Upper Arlington, Ohio  
Loan Officer**

- Specialize in originating loans and/or refinancing residential and commercial property
- Average \$750k in 1<sup>st</sup> time home buyer mortgages per month
- Generate prospect list of clients suitable for government lending programs
- Build and nurture relationships with realtors to supply a stream of qualified referrals
- Distribute unique marketing material to maximize the exposure of promotion
- Create brochures to increase product knowledge and selling skills for loan originators

**February 2003- May 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
- Successfully passed all branch audits
- Trained and developed Personal Bankers to reach full potential
- Promoted banking products and services to generate cross sell opportunities
- Managed loan pipeline from point of application through the loan closing
- Identified and maximized sales opportunities through customer profiling
- Generated sales referrals
- 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
- Fastest agent in the history of the district to reach quick start sales goal of \$16,000 in life premium
- Assisted clients with Wealth Management and Retirement Planning
- Generated sales through cold calling and referrals
- Promoted to manager within a year

**1999- 2000                      College Craft Enterprise                      Columbus, Ohio  
District Manager**

- Recruited sales and labor staff for the East Columbus market
- Recruited eighty percent of management interns in Ohio market
- Managed and trained four sales teams

**1998-1999                      College Craft Enterprises                      Columbus, Ohio  
Management Intern**

- Recruited sales and labor staff
- Managed and trained sales and production team

**References**

Mr. Waymone Malone, Jr. 614-679-6803

Mr. Michael Young 614-353-3560

Mrs. Faith Johnson 614-475-3183

**Objective**

To obtain a management position with a growing organization in the Columbus area.

**Awards received**

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