

## STANLEY A. UCHIDA

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### AREAS OF STRENGTH:

Business and Financial Analysis  
Business Development  
Meeting Facilitation  
Seminar Coordination  
Debt Collections

Business and Financial Solutions  
Marketing Coordination  
Public Speaking and Presentations  
Commercial Lending  
Word, Excel, PowerPoint, Project 98 and FAMAS

### CAREER HISTORY:

National City Bank, February 1985 to Present

- Relationship Manager - Public and Government Services, June 2000 to Present. Develop and maintain banking relationships with Public Fund clients. Currently responsible for maintaining a portfolio with over 150 clients and prospects. The portfolio generates over \$60,000,000 in deposits, over \$250,000 in analyzed activity and \$4,500,000 in loans. Directly responsible for developing five new relationships over the last year. Responsibilities include analyzing business needs, developing banking solutions and new client relationships, managing customer service issues, responding to requests for proposals, identifying treasury management needs and planning and facilitating meetings between clients, bank representatives and other interested groups to analyze needs and develop solutions.
- Relationship Manager - Regional Banking Division (Middle Market Lending) March 1994 to January 2001. Developed and maintained banking relationships with over 100 clients and prospects. Responsibilities included growing a loan portfolio from \$4,000,000 to over \$20,000,000 in loan commitments and \$175,000 in annual treasury management revenues. Also analyzed client business needs, developed financial solutions and new client relationships, performed loan underwriting, identified treasury management needs and provided solutions. Made public presentations as needed.
- Small Business Lender August 1998 to May 1999. An assigned special duty in addition to other Relationship Management responsibilities. Managed the bank's Newark, Ohio commercial lending office with a portfolio of \$12,000,000 loans. Responsibilities included development and maintenance of banking relationships as well as overseeing the commercial lending activities of five area banking offices.
- Corporate Banking Meeting Coordinator January 1996 to December 1997. A special duty assigned in addition to other Relationship Management responsibilities. Planned and conducted meetings for executive officers. Arranged guest speakers, developed meeting formats and arranged special presentations.

- **Loan Recovery Officer** June 1991 to February 1994 and March 1987 to December 1989. Managed all aspects of problem loans including collection, liquidation and regulatory requirements. Analyzed loan loss potential, developed and directed collection strategies, negotiated customer settlements, and minimized loan losses. Represented the bank in adverse court actions. Was able to reduce a workout portfolio of \$20,000,000 to below \$10,000,000.
- **Secured Credit Officer**, January 1990 to May 1991. Analyzed collateral positions and prepared collateral reports for senior management and federal bank examiners.
- **Credit Analyst**, February 1985 to February 1987. Summarized loan requests and conducted risk assessments of businesses. Summarized all pertinent industry information.

#### **EDUCATION:**

- **Franklin University**, 2000 – Management Information Systems, Information Systems Project Management
- **Columbus State**, June 1998 - Program Design and Development.
- **National City Sponsored Seminars** - Including Sales Training, Negotiating for Bankers, and Computer Training.
- **Master of Science, Agricultural Economics**, The Ohio State University, December 1984 - 3.81/4.00 GPA. Classes included linear programming, statistical analysis, applied regression analysis, research methods and advance macroeconomics.
- **Bachelor of Science, Agricultural Economics**, Washington State University, June 1982 - 3.58/4.00 GPA, Graduated Cum Laude. Classes included micro and macroeconomics market analysis and calculus.

#### **ACTIVITIES AND HONORS:**

- **American Red Cross** – 2000 National Convention Special Events Committee, Parade of Volunteers Chair
- **Outstanding Volunteer** July 1993 – American Red Cross
- **Government Finance Officers Association**
- **Registered Government Lobbyist**