

Trent E. Smith

308 West Park Ave. Columbus, OH 43223 (614) 746-0287

EDUCATION

- **09-1993 to 12-1996: Franklin University, Columbus, OH**
Graduate: Bachelor of Science
Major: Employee Assistance
- **09-1989 to 06-1992: The Ohio State University, Columbus, OH**
Major: Social Work

Successfully completed three years in the Bachelor of Science program.

EXPERIENCE

- **1-2010 to Present: Franklinton Board of Trade**

924 W Broad St Columbus, OH 43222

Executive Director: Responsible for working throughout the entire commercial corridor with Board of Trade members and others to revitalize, develop and sustain the economic health of the businesses, residents and neighborhood of Franklinton. This position requires very strong verbal, writing, interpersonal, problem solving, relationship building and collaboration skills.

- **5-2011 to 3-2014: The Builders Exchange of Central Ohio**

1175 Dublin Rd. Columbus, OH 43215

Director of Membership Development: Responsible for recruiting new prospects and securing their investments to become members of the Builders Exchange. This position requires exceptional people skills, negotiating and selling skills, as well as a strong ability for maintaining patience and persistence in the membership sales process. Other requirements include organizing and maintaining a prospect data base, keeping detailed records of conversations and follow-up plans, and working collaboratively with all other staff members.

- **10-2001 to 11-2009: WesBanco Bank, Inc. (fka Wheeling Ntl. Bank)**

116 S Stygler Rd. Gahanna, OH 43230

AVP / Banking Center Manager: Responsible for all aspects of managing business development, staff and customer relations, business retention, profit and loss maximization and community involvement for a multimillion dollar branch office. This position required very strong verbal, writing, problem solving, interpersonal and negotiating skills.

- **10-1999 to 10-2001: WesBanco Bank, Inc. (fka Wheeling Ntl. Bank)**

148 E. Broad St. Columbus, OH 43215

Credit Analyst: Responsible for reviewing and summarizing commercial loan financial data for the Executive Loan Committee for large loan requests. This position required very strong verbal, writing and analytical skills.

- **10-1997 to 09-1999: Alliance Data Systems**

4590 E. Broad St., Columbus, OH 43213

Supervisor: Responsible for managing a large team of customer service representatives for a very large private label credit card service provider. This position required very strong verbal, writing, problem solving, conflict resolution and team building skills.

- **04-1992 to 10-1997: National City Card Services, 4653 E. Main St., Columbus, OH 43213**

Credit Evaluator: Provided direct customer service to cardholders, bank branch personnel and merchants for credit bureau evaluations. This position required very strong interpersonal, analytical and conflict resolution skills.

- **09-1988 to 03-1992: Howard's Office Supplies, Eastland Square Shopping Center, Columbus, OH**

Manager Trainee: Trained on all aspects of managing a retail business operation.

CERTIFICATIONS

2009: Licensed to sell Accident & Health, Life and Variable Annuities products in the State of Ohio.
2011: Completed certification as an Economic Development Finance Professional (EDFP) through NDC.

RECOGNITION

1996: Graduated Summa Cum Laude from Franklin University, Columbus, OH
1996: Included in the "Who's Who in American Universities and Colleges"
1988: Inducted into the National Honor Society

COMMUNITY INVOLVEMENT

2004 to 2009: Gahanna Area Chamber of Commerce Board of Directors
2005 to 2010: Habitat for Humanity Greater Columbus Board of Directors
2006 to 2009: Franklinton Development Association Board of Directors
2009 to 2010: Gahanna Noon Lions Club Trustee
2009 to 2013: Graham Expeditionary Middle School Board of Directors
2011 to Present: Lower Lights Incorporated Board of Directors