

JIM DOE

222 West Port Dr., Chicago, IL 60600 312-435-9210

OBJECTIVE To continue in a management role within the financial services industry.

EXPERIENCE

11/99 - present

Overview

BANK ONE *Managing Director - Private Banking*

As 1 of 8 US Managing Directors, I manage the Central Region, a team of 30 staff based in Chicago and Houston offices and total assets under management of \$2.5BB.

Revenue Challenge To grow top-line revenues by 15% a year in a region that had seen (2% or less annual growth) for three years straight prior to my appointment.

Tactic Fixed an unbalanced revenue model where 75% of income had originated from lending fees and 25% from asset management/banking fees, to where it is now a more rational 60/40% split.

Tactic Repositioned staff to pursue ultra high-net worth clients, i.e. individuals with assets of \$10MM-\$75MM - historically we pursued clients with \$500K-\$3MM to invest.

Tactic Building relationships with centers of influence to find referrals, i.e., CPA firms, Corporate Attorneys, and Advisors who consult with closely held companies.

Management Challenge Reducing staff size in the largest geographic territory of 15 states with clients in 7 tier-one cities across the Midwest and Texas.

Tactic Restructured and upgraded talent at Houston and Chicago offices, this included hiring a new Chief-of-Staff to handle internal operations as I focused on business development activities.

Tactic Travel 50% of the time to meet with top clients, to make presentations to prospects and to lend the credibility of senior management involvement.

Results

Achieved 18% growth in revenues each of the past 3 years. Reduced operating expenses 26% (from \$6.4MM to \$4.7MM). Attained a net margin of 25% a year.

1994-1999

BANKERS TRUST CO. *Managing Director Vice President*

As Managing Director of the Eastcoast and Westcoast markets, I managed a team of 5 private bankers and oversaw efforts to build assets under management as well as expand the total client base supported.

Management Challenge Implement sustainable strategies that could grow business revenues by a minimum of 10% a year.

Tactic Applied a combination of recruiting techniques to add new staff who were capable of meeting aggressive business goals along with coaching/mentoring techniques to enhance personnel performance.

Results

Achieved an average year-over-year revenue growth of 15%.

1993-1994

CHASE MANHATTAN *Vice President*

Responsible for developing and managing a base of institutional accounts.

Selling Challenge Grow the account base under management.

Tactic Used a variety of business development techniques to present long-term fixed income investment strategies to institutional funds managers.

Results

Added 5 new accounts which grew the portfolio 33% and brought in \$1MM in new revenues.

Experience Cont'd...

1991-1993 <i>Overview</i>	WACHOVIA SECURITIES Managed the Mortgage Backed Security desk which consisted of a team of 10-12 trading professionals.	<i>Senior VP</i>
1980-1990 <i>Overview</i>	ETF SECURITIES CORP. Managed a team of 18 fixed income sales professionals for the global markets group spread across two regions - Midwest and Southwest.	<i>Managing Director Vice President Assistant VP</i>
1978-1980 <i>Overview</i>	CAPITAL ONE FINANCIAL SERVICES Responsible for managing insurance company portfolios, open-end mutual funds and unit investment trusts.	<i>Municipal Bond Portfolio Manager</i>
1974-1978	FIRST NATIONAL BANK OF NEW YORK	<i>Personal Trust, Municipal Bond Credit Analyst & Trader</i>

EDUCATION

1977	MBA - Finance	University of Chicago	Chicago, IL
1974	BBA - Finance	Northwestern University	Chicago, IL

References available on request.
