

A.J. (Tony) Banker

00 Michigan Avenue
Brampton, ON
L6Y 4N2

Telephone: (905) 000-0000

Email: ajbanker@bank.com

Fax: (905) 000-0001

SENIOR MANAGEMENT EXECUTIVE

General Management ♦ Leadership & Team Management ♦ Project Management
Strategic Planning & Implementation ♦ Government Relations & Lobbying ♦ Fundraising
Public & Media Relations ♦ Human Resource Management

PROFESSIONAL PROFILE

Progressive results-oriented leader with a successful career in the financial industry, complemented with a proven track record of volunteer activities in the non-profit sector. Strong qualifications in strategic planning and implementation, project management, fundraising, government relations and lobbying. Thrive within highly competitive environments where dynamic leadership, team management and interpersonal skills are the keys to success. An astute manager with demonstrated ability to direct, train and motivate staff to maximize performance. Noted for consensus building ability and one who takes pride in getting the job done efficiently, on time and under budget.

PROFESSIONAL CAREER HIGHLIGHTS

BANK OF TORONTO, TORONTO

1992 – Present

Through a series of gradual promotions, named:

Vice President, Commercial Banking (19-- to Present)
Regional Sales Manager for Ontario (19-- to 19--)
Area Manager/Community Banking Manager (19-- to 19--)
Senior Manager Marketing & Planning (19-- to 19--)
Area Manager, Personal Loans (19-- to 19--)

- ♦ As Area Manager/Community Banking Manager, guided a highly successful branch repositioning which saw the opening of a Portuguese Schedule "B" bank and the closure of one branch. Both activities resulted in minimal business loss. Proactive approach in business development resulted in a rapid expansion of client base. Built commercial portfolio from zero account managers to six. Area ranked 6th out of 200 communities in all of Canada, and was one of two communities in the Greater Toronto Area that consistently outperformed the competition in significant areas
 - ♦ Led a team of 14 direct reports, 100 employees, 7 branches and managed a portfolio of \$530 million which generated a profit of over \$6.5 million. Coached and developed sales, customer service, marketing, business development, credit, audit and human resources staff within the commercial banking area
 - ♦ Increased public awareness of bank's presence in area through press releases, radio interviews and television appearances
 - ♦ Recognized as a top performer in the District and won President's Awards in 19-- and runner-up for two consecutive years
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VOLUNTEER ASSOCIATIONS & COMMUNITY INVOLVEMENT

- ◆ Increased revenue for a non profit organization from \$842,000 in 19-- to over \$7 million at year end
- ◆ Reduced telemarketing contract fees by 50% by utilizing strong negotiation and closing skills
- ◆ Served as lobbyist on legislative issues with MADD Canada. Instrumental in getting Justice Committee of National Parliament to review criminal code as it relates to impaired driving
- ◆ Consistently successful in increasing revenues, expanding membership and enhancing the stature and influence of MADD. Expertise in volunteer sector includes Financial/Budgetary Management, Fundraising, Political/Legislative Advocacy and Public Speaking

Concurrently with position at Bank, actively participated as volunteer with:

MADD Canada

Chairman & CEO (19-- to 19--)

President (19-- to 19--)

ABC Chronic Care Hospital

Member of Board of Directors & Finance Committee (19-- to 19--)

Junction Gardens BIA

Member of Board of Directors (19-- to 19--)

Canadian Portuguese Business Association

Member (19-- to Present)

FirstBank News

Editorial Board, Bank of Toronto Magazine (19-- to 19--)

Prior Employment

TD Bank, Toronto (19-- to 19--)

Personal Banking Manager

EDUCATION & PROFESSIONAL DEVELOPMENT

Queen's University Executive Program (1996)

York University, Bachelor of Arts (1992)

Canadian Securities Course

Xerox Professional Selling II

Various Leadership, Management, Sales, Public Speaking courses

PUBLICATIONS

Authored articles for:

MADD Matters

Canadian Banking News

Photo Life Magazine

Portuguese Newspapers and Magazines
