

**Kathryn A. Nellis**



## **CAREER SUMMARY**

Possess 30+ years experience in sales and relationship management within financial services industry. Client base includes high net worth individuals and for-profit and not-for-profit companies with size ranging from start-up to \$100 million in sales. Currently managing and growing significant client relationships for **Chase Bank**. Leadership experience developed through involvement in sales management with **MB Financial Bank**, **Wintrust Financial** and community service work as President of the Board of Directors for **The Center for Enriched Living**. Effective team player with ability to cross-sell credit, treasury services, wealth management services, retirement planning, investment and trust services. Strong credit background underwriting sophisticated commercial transactions. Experience is complemented by MBA from the **Kellogg School of Management, Northwestern University**.

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## **BUSINESS EXPERIENCE**

### **JPMORGAN CHASE**

*Chicago, IL*

*Executive Director -Relationship Manager, Commercial Bank 2018-present*

- Building relationships with middle market, privately-held businesses with sales sizes \$20MM - \$500MM for new relationships to the bank
- Develop and implement calling strategies in northern suburbs
- Manage select client relationships

### **MB FINANCIAL BANK (Currently Fifth Third Bank)**

*Northbrook, IL*

*Senior Vice President/Shareholder 2015-2018*

- New business development role, starting with no portfolio
- Acquired 10+ new relationships in first 18 months
- Specific accomplishments include executing SBA 504 loan, Reverse 1031 Exchange, \$3MM + in new DDA, Capital Market Swap transactions, 4 referrals to ABL group, 6 referrals to mortgage, 2 referrals to Wealth Management, Treasury Management revenue growth
- Attending monthly Sandler Sales -President's Club training sessions
- Founder and Manager of Kellogg Alumni Club Networking Events
- Active LinkedIn user for business development, leveraging Kellogg connections

### **WINTRUST COMMERCIAL BANKING - NORTHBROOK BANK & TRUST COMPANY, 2001 - 2015**

*Northbrook, IL*

*Executive Vice President– Commercial Banking, 2008- 2015*

*Vice President - Sales Manager, 2008-2009*

*Assistant Vice President – Commercial Banking, 2001 – 2008*

- Influenced policy and procedures of de novo bank. Contributed to growth in deposit base and loan portfolio.
- Consistently top new business generator closing \$10MM-\$20MM annually in new loans and \$50M- \$100M annually in total fees.
- Manage portfolio of commercial borrowing accounts and treasury accounts.
- Underwrite and negotiate terms and conditions of transactions with cross-functional teams.
- Ensure compliance of credit policies and procedures.
- Negotiate legal documentation of sophisticated transactions involving swaps, SBA financing, asset-based loans, letters of credit, equipment loans, real estate financing, owner-occupied and investor real estate loans, construction and development loans, line of credit financing, acquisition financing.
- Served on bank credit approval committee.
- Participated in Sandler Sales Training.

- Managed sales efforts of 13 loan officers, run monthly sales meetings, provide sales training to junior staff and lead mentoring program for seasoned lenders.
- Consistent provider of referrals for trust, investment and mortgage services. Recent referrals include \$24MM 401-K plan and \$12MM 401-K plan from client portfolio.
- Active in national and community organizations, such as Alzheimer's Association, Northbrook Chamber of Commerce, Northbrook Women's Club and The Center for Enriched Living.

## **MERRILL LYNCH BUSINESS FINANCIAL SERVICES**

*Chicago, IL*

*Finance Manager, 1994 - 1996*

Trained and advised 150 retail financial consultants and their small business clients regarding corporate financial services including financial planning, cash management, lines of credit, equipment and real estate loans, business valuation and investment banking. Key accomplishments:

- Generated new corporate relationships of \$12 million in new loans and \$40 million in new assets.
- Coordinated sale of two privately held businesses to an ESOP and an investment group.
- Implemented introduction of two new product offerings to Chicago area financial consultants and their small business clients; Business Financial Planner and securitized commercial real estate loans.

*Financial Consultant, 1985-1989*

- Built book of business through prospecting and networking from \$0 to \$50MM in assets under management.

## **NBD BANK, 1990 – 1994 (now JPMorgan Chase)**

*Park Ridge, IL*

*Assistant Vice President, 1993-1994*

*Commercial Banking Officer, 1992-1993*

Managed banking relationships for 200 corporate accounts representing \$23 million in loan commitments and \$14 million in account balances. Introduced middle market companies to banking services that included lines of credit, personal and corporate trust, cash management, capital markets, international services, personal mortgages and investments.

- Led credit training seminars for new lending personnel and organized cross-selling seminars for administrative personnel.
- Developed marketing strategy targeting the not-for-profit sector.

## **COMMUNITY SERVICE**

### **THE CENTER FOR ENRICHED LIVING**

*Riverwoods, IL*

Not-for-profit organization serving people with developmental disabilities. Annual operating budget of \$2.0MM raised solely from individual and corporate donations. Capital Campaign to raise \$5MM

*President - Board of Directors, 2008 - 2011*

*Board Member, 2004 – 2013*

*Board Emeritus, 2013 - Present*

### **ALZHEIMER'S ASSOCIATION**

*Rosemont, IL*

*Advocate for the 9<sup>th</sup> and 10<sup>th</sup> District – Illinois*

Part of team calling on local members of Congress to advocate for Alzheimer's research funding. Attended two National Conferences for Alzheimer's Association Advocates in Washington DC, leading teams making office visits to members of Congress.

## **EDUCATION**

### **KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY**

*Masters of Business Administration (MBA), majoring in Finance and Accounting*

### **BROWN UNIVERSITY**

*Bachelor of Arts Degree, majoring in Applied Mathematics and Economics*

*Member of NCAA Division I Women's Swim Team*