

LAMONT W. JACKSON

PROFESSIONAL SUMMARY

An experienced leader and decision maker with excellent skills in business consulting and market development, relationship building, risk management, and strategic planning. Over 10 years of experience in banking and lending in the Midwest and Florida markets specializing in loan review, loan structuring, and compliance. Five years of experience in corporate finance including strategic planning, financial forecasting, and budget development of \$50-100 million annually. Experience working with community and philanthropic boards and committees.

CORE QUALIFICATIONS

- Business development
- Consulting
- Sales techniques
- Partnership development
- Budgeting and forecasting
- Relationship building
- Small business strategy
- Operations management
- Economic development
- Community engagement
- Compliance management

PROFESSIONAL EXPERIENCE

MANAGER

AUTOMOTIVE FINANCE CORPORATION

2014- 2016
Orlando, FL

- Advise clients on strategies and tactics to improve dealer business performance using AFC lending programs.
- Establish an advisory relationship with independent dealerships, developing an in-depth understanding of the client's business model and operating plan.
- Actively managed and coached a team of six Dealer Specialists at the Orlando and Sanford locations to achieve sales objectives and operational efficiency.
- Managed overall branch operations to drive adherence to corporate and federal compliance directives.

REGIONAL DEVELOPMENT REP III - CONTRACT

FLORIDA DEO –SSBCI PROGRAM

2012- 2013
Orlando, FL

- Promoted the state of Florida's Small Business Credit Initiative (SSBCI) with Florida banks, credit unions, and CDFIs. Leveraged \$30M in SSBCI support into \$138M in Loans.
- Established relationships with C-Level management of banks, credit union, and certified development corporations to discuss program function and benefits.
- Worked with City of Tampa to establish small business loan support and credit enhancement using SSBCI CAP program.
- Partnered with service providers, SBA regional offices and business owners to build program awareness. Follow up with management to get them engaged and submitting commercial loans through the SSBCI program.

- Reviewed potential commercial loans to determine fit for the program and level of SSBCI support.

BUSINESS DEVELOPMENT/ BANKING CENTER MANAGER

2008-2012

URBAN TRUST BANK

Lake Mary, FL

- Opened and managed the Kissimmee Banking Center for nine months. Achieved goal in the growth of Core Deposits and Non-Interest Income. Received Leadership Award 2009.
- Actively managed and coached a three member team of bankers to achieve sales objectives in the Goldwyn Avenue Banking Center. Received President Circle Award Q1 2011.
- Managed overall banking center operations to drive adherence to corporate and federal compliance directives.
- Established relationships with small businesses & entrepreneurs to drive business banking and loans.
- Engaged community and business groups to create partnerships that would enhance branding of Urban Trust and create business opportunities.

MANAGER, COMMERCIAL BUSINESS DEVELOPMENT

2005-2008

THE OMNIONE REALTY & MORTGAGE GROUP

Heathrow, FL

- Coordinated set-up of new commercial division for US and International accounts and developed commercial training protocols.
- Conducted project analysis, loan structure, cash flow analysis and commercial packaging for the purchase of commercial property by developers.
- Worked with various departments to create, forecast, draft, and present annual strategic plans and budgets of \$20-150K.
- Designed and executed marketing study and plan for a \$50 million mixed use project that increased commercial loan volume by 10%.
- Successfully developed a pipeline of loans to \$15 million in the first year with the company through effective networking, business development, and marketing.

ADDITIONAL EXPERIENCE

- Licensed Mortgage Broker, AFRA Inc. Orlando, FL (2002-2005)
- Owner and Principal, JMS Investment Partners, Orlando, FL (2001-2006)
- Business Manager/Analyst, Walt Disney World Resort, Lake Buena Vista, FL (1997-2001)
- Senior Financial Analyst, Harris Semiconductor, Palm Bay, FL. (1995-1997)
- Credit Analyst / Commercial Lender, First of America Bank Indiana, Indianapolis, IN. (1991-1993)
- Loan Review Analyst, Merchants National Bank (National City), Indianapolis, IN. (1988-1991)

EDUCATION AND TRAINING

MASTER OF BUSINESS ADMINISTRATION

UNIVERSITY OF ILLINOIS

Champaign, IL

BACHELOR OF SCIENCE – PUBLIC FINANCE AND ECONOMICS

INDIANA UNIVERSITY

Bloomington, IN

PROFESSIONAL ASSOCIATIONS AND TECHNICAL SKILLS

- Lion's Den "Fearless Christian Business Incubation" Program
- AMBC Chamber of Commerce
- Loan Committee Member, BBIF of Florida (2008-2013)
- Microsoft Office Word, Excel, PowerPoint, Sales Force and QuickBooks.