

3444 N Pierce St
Milwaukee, Wisconsin 53212

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Sheldon Walker

PROFESSIONAL EXPERIENCE

ASSOCIATED BANK Milwaukee, WI 2004 to Present
Branch Manager, Milwaukee - North Ave and Lisbon Ave

- Coached Personal Banker, Teller Supervisor, and Tellers to build quality relationships with bank clients and prospects.
- Interviewed, trained, scheduled, and evaluated staff.
- Managed a book of business consisting of business and retail clients.
- Served as a Sales Coach during the State Financial merger.
- Conduct regular Huddles, Skill Builders, and Coaching sessions.
- Mortgage originator for 3 branches.
- Coached other Branch Managers

MORTGAGE INNOVATORS, LLC Milwaukee, WI 2001 to 2003
Mortgage Broker / Owner

- Originated, processed and closed mortgage loans.
- Managed others.
- Created unique marketing programs
- Utilized the following software: Calyx Point, QuickBooks, ACT! 2000, Microsoft Office 2000

COMMUNITY ACTIVITIES & RECOGNITION

- 2005 Recipient of the Milwaukee Times Black Excellence Award
- Co-President of the Milwaukee LGBT Community Center Board of Directors
- Board Member of the Washington Heights Neighborhood Association
- Member of the African American Chamber of Commerce