

**RANELL G. WASHINGTON**  
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**SKILLS SUMMARY:**

My skills include, but are not limited to business development, community development, relationship building and management, leadership, coaching, and mentoring. I have a working knowledge of various financial indices and financial instruments, and I am proficient in the Microsoft Office Suite.

**EXPERIENCE:**

**February 2019 – Present**  
**Town Bank, Milwaukee, WI**

**Vice President – Business Banking**

- Develop and retain key lending and depository relationships for the Bank
- Assist in developing a marketing plan for the bank's CRA lending efforts in the City of Milwaukee
- Provide guidance and development opportunities for assigned Portfolio Manager assisting in managing my loan portfolio
- Volunteer on boards and committees to serve local organizations and entities in the bank's assessment area

**March 2016 – February 2019**  
**Town Bank, Milwaukee, WI**

**Assistant Vice President – Business Banking**

- Develop and retain key lending and depository relationships for the Bank
- Assist in developing a marketing plan for the bank's CRA lending efforts in the City of Milwaukee
- Perform credit analysis for existing and prospective commercial and small business customers
- Assist with the on-going credit monitoring functions including financial statement review and loan covenant compliance

**June 2005 – March 2016**  
**BMO Harris Bank, Milwaukee, WI**

**Special Assets Management Unit – Senior Credit Analyst**

- Assist in formulating comprehensive plans for retaining, refinancing or exiting troubled assets
- Consult /engage attorneys and review attorney prepared documents
- Calculate value opinions on troubled assets
- Order and review real estate appraisals
- Analyze various financial statements
- Provide weekly progress reports to middle management
- Maintain various Excel spreadsheets
- Train new analysts that join the SAMU group
- Delegate assignments to analysts

**Commercial Real Estate Loan Representative II**

- Analyzed various financial statements for existing and potential customers
- Wrote and presented loan presentations for approval of new and existing commercial real estate loans
- Reviewed third party appraisal reports and completed internal collateral evaluations
- Inspected collateral securing commercial real estate loans and lines of credit
- Contacted customers to request financial information and negotiated loan terms
- Coordinated and closed loan transactions

**September 2012 – Present**  
**Social X MKE, LLC, Milwaukee, WI**

**Co-Founder, Vice President/Director of Finance**

- Develop financial proposals and manage the budget for the successful execution of all events
- Maintain financial and book-keeping records for the organization
- Assist in day-to-day management of the organization
- Provide logistical set-up and coordinate support roles for all events
- Assist in the marketing and the promotion of all events
- Assist in negotiating the terms of contracts for venue selection
- Champion an exclusive and fun social/social networking experience for all event attendees

**PROFESSIONAL RECOGNITION:**

Milwaukee Business Journal – 40 under 40 – **2019**

United Way of Greater Milwaukee and Waukesha Count – Philanthropic 5 – **2018**

Madison365's – 44 Most Influential African-Americans – **2016**

**PROFESSIONAL ACHIEVEMENTS:**

BMO Harris Bank – Senior Analyst Team Lead – **October 2011**

Metavante (N/K/A FIS, Inc.) – Leadership Experience Action Program (LEAP) — **June 2007**

M&I Marshall & Ilsley Bank (N/K/A BMO Harris Bank) – Corporate Banking Development Program – **January 2006**

**PROFESSIONAL ORGANIZATIONS:**

Housing Resources, Inc. – Finance Committee Member – **October 2013 – February 2014**

Milwaukee Urban League Young Professionals (MULYP) – Member – **July 2010 - Present**

M&I Pro-Cess – Community Co-Chair – **September 2007 - December 2008**

FUEL Milwaukee – Member – **June 2005 – Present**

Delta Sigma Pi Co-Ed business fraternity – Brother and VP of Finance – **April 2005**

**PROFESSIONAL AFFILIATIONS:**

Visit Milwaukee – Diversity & Inclusion Committee – **January 2019 – Present**

Milwaukee Film – Black Lens – Development & Membership Coordinator – **January 2018 – Present**

African American Chamber of Commerce of Wisconsin – Board Member – **August 2017 – Present**

BID #16 (Uptown Crossing) – BID Board Member – **July 2017 – Present**

Domes Task Force – Committee Member – **August 2016 – Present**

Legacy Redevelopment Corp. – Loan Committee Member – **July 2016 – Present**

African American Chamber of Commerce of Wisconsin – Loan Committee Member – **June 2016 – Present**

Milwaukee Film – Black Lens – Black Lens Engagement Committee – **May 2016 – November 2017**

Milwaukee Excellence Charter School – Founding Board Member/Former Finance Chair – **December 2014 – Present**

**PERSONAL AFFILIATIONS:**

Secure Futures (f/k/a Make-A-Difference Wisconsin) – Money Coach – **August 2014 – Present**

Sheldon B. Lubar School of Business – Multi-Cultural Mentor – **November 2007 – December 2016**

Team Lead for YMCA's Strong Kids Campaign – **January 2007 – January 2010**

Boys and Girls Club of Greater Milwaukee – Advisor (TP Elite AAU Program) – **April 2006 – December 2013**

**EDUCATION:**

University of Wisconsin-Milwaukee - BS Finance and Marketing (Certificate in Real Estate) – **June 2005**