

Audrey Morrow

Objective

To excel in a leadership position that requires well developed communication and decision making. To cultivate and establish relationships with stakeholders in efforts to grow market share. To continue to develop as a leader providing clients and staff with superior service.

Work Experience

US Bank
Dual Branch Manager, VP- Midtown/Villard Milwaukee, WI
Aug. 20 – Present

- Managed Loan Portfolio in excess of 5MM and Deposit Portfolio of 120MM
- Cultivate relationships with business partners to assist branches growth
- Lead efforts within Micro Market for shared resources and growth

Branch Manager, AVP- Midtown Milwaukee, WI
May 18 – Aug. 20

- Annual Pinnacle Winner for 2019 for achieving top 10% in revenue growth
- Managed Loan Portfolio in excess of 3MM and Deposit Portfolio of 75MM

Branch Manager, AVP- MATC Milwaukee, WI
Oct.13 – May 18

- Annual Pinnacle Winner for 2015 for achieving top 10% in revenue growth
- Managed Loan Portfolio in excess of 2MM and Deposit Portfolio of 3MM
- Promote, market, and expand the faculty and staff customer base within MATC campuses
- Advocate relationship buliding for lead generation
- Provide Financial Literacy to MATC Student Organizations and Clases
- Lead branch in achieving sales goals

Small Business Community Development Officer Wisconsin Northeast
Jan.12 – Oct. 13

- Promote, market, and expand the small business customer base within LMI markets
- Community relationship buliding for lead generation
- Provide financial literacy to community organizations
- Business development, lead branch in achieving business development goals
- Lead and develop community projects

Lead Branch Manager- 37th @ Villard Branch Milwaukee, WI
Nov. 10 – Jan. 12

- Annual Pinnacle Winner for 2011 for achieving top 10% in revenue growth
- Managed Loan Portfolio in excess of 2MM and Deposit Portfolio of 6MM
- Developed a market presence for US Bank through BID districts and other non-profit association relations

Branch Manager- Wisconsin @ 26th Branch Milwaukee, WI
Sep. 05 – Nov. 10

- Annual Pinnacle Winner for 2008 for achieving top 10% in revenue growth
- Develop and maintain Book of Business, lead branch in achieving sales goals
- Develop and coach employees to improve sales and customer service while anticipating needs of the customer
- Foster a positive work environment for customers and staff

Milwaukee, WI

Sales & Service Manager - Wisconsin @ 26th Branch Nov. 03 – Sep.05

- Foster Sales and Service with bank values, policies and guidelines
- Directing and evaluating the performance of the branch staff
- Training, development, motivation, and coaching of staff
- Interviewing, hiring and/or making recommendations to Branch Manager
- Handles customer questions, concerns, and complaints

US Bank

Milwaukee, WI

Universal Banker - Midtown Branch

June. 02–Nov. 03

- Sell and refer financial products and services
- Provide a higher level of customer service
- Consumer and Commercial account maintenance
- Process customer transactions accurately and efficiently
- Monitor various reports

Community Experience

Milwaukee Habitat for Humanity

- Board Member 2019 to Present

Ezekiel Community Development Corporation

- Board Treasurer 2012 to 2019

- Board Member Present

African American Chamber of Commerce

- US Bank Liaison 2008 to 2013

Milwaukee Urban League

- US Bank Liaison 2008 to 2015
- Business Development Luncheon 2013 & 2016

Social Development Commission

- Milwaukee Assets Builders Board Member
- Vita Volunteer

Wisconsin Women Business Initiative

- Business Smart Money Volunteer
- Business Plan Review

Education

Cardinal Stritch University

Master of Business Administration

Earned: December 2013

University of Wisconsin-Milwaukee

Bachelor of Business Administration

Major: Management Information Systems

Computer Skills

Languages: C++, Visual Basic, SQL, JAVA, HTML

Applications: Microsoft Office 10, Front Page 2000, Oracle, Power Builder, Lotus1-2-3, Flash, Cool Biz, SAP

Environments: Window 2000, NT, XP, 7, 10

References

Available Upon Request