

Holly A. Hortman

Summary of qualifications

Live in the City of Milwaukee and work in the boundary area for the Business Improvement District.
Understand that BID is very important for the improvement of an area. Actively involved in the community with business owners and individuals educating them on services that will help develop net worth and financial stability.

Education

1986 - 1989 University of Wisconsin - Milwaukee, Wisconsin
1985-1985 University of Houston - Houston, Texas
-Course of Study: Business Administration
Graduate of James Madison High School

Professional experience

2004 - Present **Vice President - Business Development Officer**
Responsible for developing business through calling efforts and referring to various business lines. Represent M&I Bank in civic affairs, schedule meetings with business and individuals with the urban market area to further expand their banking relationships.

1998 - 2004 **Branch Manager, M&I Marshall & Isley Bank**

Responsible for Branch deposit and lending goals, growing financial statement, maintaining profit and losses, coaching and developing staff, adhering to Branch Certification and audits, conducts weekly sales meetings and monthly Critical Linkage meetings, monitor referrals to Critical Linkage Partners. Also responsible for Branch budget and sales planning.

1997 - 1998 **Retail Sales Management, M&I Marshall & Isley Bank**

Responsible for conducting sales meetings, developing and individual work plan which includes assisting customers with their financial needs, meeting and exceeding sales goals, recognizing referral opportunities to various business departments, assisting Branch Manager with developing staff.

1994 - 1997 **Personal Banker, M&I Marshall & Isley Bank**

Duties and responsibilities include selling bank products, meeting and exceeding set deposit and loan goals, obtaining referrals from existing and high value customers, and providing quality customer service.

Community activities

- President for The Non-Profit Center of Milwaukee
- Chairperson for the United Negro College Fund Walk/Run Event 2006
- Bank representative for YMCA Black Achievers Program 2001-2002
- Volunteer for Bastille Days, Historic Third Ward Festival, Three Holy Women Parish Festival, M&I Community Diaper Drive, Junior Achievement
- Member of Dream Investment Club