

# Mark A. Chambers Jr

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<b>Objective</b>	Highly motivated individual looking to obtain a position that will allow me the ability to promote productivity by utilizing my community outreach partners, relationship building, leadership skills, risk management experience, and product knowledge to propel business growth.
<b>Education</b>	December 2025 Bachelor of Arts in Business and Management Concordia University Wisconsin
<b>Community Involvement</b>	Member of Governor Evers' Council on Financial Literacy (Advisor) Member of African American Chamber of Commerce Member of Greater Milwaukee African American Employee Business Resource Group
<b>Experience</b>	<p>Town Bank – Whitefish Bay, WI 09/2021-05/2022 Assistant Vice President, Market Manager</p> <ul style="list-style-type: none"><li>• Led new market in achieving \$9 million in deposits and fee income Fiscal YTD</li><li>• Partnering with various community organizations and stakeholders in the Milwaukee area in ongoing community engagement efforts</li><li>• Communicate with senior management about marketing initiatives and project metrics, as well as to brainstorm fresh strategies</li><li>• Coached staff to effectively meet and increase monthly sales goals</li></ul> <p>Peoples State Bank - West Allis, WI 09/2019-05/2021 AVP, Treasury Deposit Relationship Manager</p> <ul style="list-style-type: none"><li>• Led new market in achieving \$18 million in deposits and fee income within first year of operation</li><li>• Provided cash management services to increase high-profit commercial client productivity</li><li>• Successfully integrated the bank into InterFi/Promontory and Fiserv networks</li><li>• Partnered with Risk &amp; Compliance leaders to rebuild the sales experience, reducing UDAP audit risk by 28% in first year</li></ul> <p>PNC Bank - Brookfield, WI 01/2019-09/2019 Assistant Vice President, Branch Manager</p> <ul style="list-style-type: none"><li>• Led branch to grow Sales Production by 104% ranking 4th in the district</li><li>• Maintained over 95% Branch Customer Service satisfaction score for over 3 consecutive months</li><li>• Coordinated all office trainings and operations including budgeting, P&amp;L, AP,</li></ul>

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HR duties and vendor/provider relationships

- Coached staff to effectively meet and increase monthly sales goals

PNC Bank - Milwaukee, WI

02/2016-01/2019

WI North Workplace Financial Sales Consultant

- Worked very closely with a team of Retail Distribution Partners in executing bank sales among existing Workplace Client Companies in the North Market
- Coordinated events with C-level decision makers to present financial solutions to their associates
- Successfully worked with many company sizes to help them achieve financial well being
- Effectively sold PNC consumer products and services to companies who participated in PNC Banks Workplace Banking Program

PNC Bank - Milwaukee, WI

06/2014-02/2016

Financial Sales Consultant

- Finished the year with 738,074 in revenue credits
- Partnered with Wealth Management to foster 11 new client referrals/meetings
- Produced over \$450K in both Business and Consumer Loan Volume
- Established and cultivated over 120 new client relationships for the branch

Wells Fargo Bank - Mequon, WI

10/2012-08/2013

Personal Banker I

- Finished 4<sup>th</sup> in sales for Q1 and Q2 at over 190% in the Wisconsin Market
- Produced over \$700K in both Business and Consumer Loans in Q1 and Q2
- Achieved 8 out of 9 perfect customer service surveys

Randstad/Wells Fargo Home Mortgage - Milwaukee, WI

09/2011-10/2012

Escrow Mortgage Phone Banker II

- Escrow analysis representative
- Avg. Quality score of 96.25%
- 3.78 on Monthly MPP's