

AUDREY Y. SELLERS

8113 W Colfax Court

Milwaukee, WI 53218

(414) 527-0261

Objective: To become a Board member of the Business Improvement Development 19

Experience:

April 2000 to Present **FIRSTAR Bank, Milwaukee, WI,**
Branch Manager

- *Develop and expand the customer base and profitability of the branch
- *Develop and implement branch goals, annual budget, operating policies and Procedures, and compliance with applicable laws and regulations
- *Manage a staff of 14 employees. Responsible for recruitment, hiring and development of staff. Train new Branch Managers
- *Develop and expand the commercial customer base in deposit and loan growth
- *Assistant to the North District Manager. Reside on various bank committees
- *Develop resolutions and negotiations of customer service issues
- *Partnership with schools and non-profit organizations in educating students regarding banking and finance

June 1997 to April 2000 **TCF National Bank, Glendale, WI,**
Consumer Lending Manager

- *Develop, and Generate sales for mortgage and consumer loan products
- *Manage branch \$2.1 million lending portfolio
- *Top 10 sales producers for the state of Wisconsin
- *Developed and set up new Home Improvement Retailers/Contractors for dealer financing
- *Train staff in cross-selling of loan products
- *Acting Regional Manager- Make Credit Underwriting decisions for the region in RM absence
- *Develop resolutions and negotiations of customer service issues

**Dec. 1991 to
March 1997** **Norwest Financial, Wauwatosa, WI,
Branch Manager**

- *Develop real estate and small loan business through contacts with customers and dealers
- *Provide specific financial planning with customers for loans to meet their needs
- *Analyze customer's information and make sound credit/lending decisions
- *Credit Underwriting for consumer, mortgage and commercial loans
- *Analyze problems with collection accounts. Developed resolutions and negotiations
- *Prepare and oversee the branch yearly budget
- *Set performance goals for the branch and employees. Train and help employees reach these goals
- *Prepare and implement marketing strategies for the branch
- *Recruit at local Universities and Colleges for the district

Education:

May 1988 **Carroll College, Waukesha, WI,
Bachelor of Science Degree, Business Administration-Finance**

**Continuing education/training courses in: Management skills, Leadership, Recruiting
Financial planning, Sales and Negotiation
Licensed to sell Life, Disability, and Property insurance products**

References: Available upon request