

Jason Anthony McNeal

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SUMMARY OF QUALIFICATIONS

Extremely motivated and detail-oriented professional with excellent analytical and interpersonal, written and verbal communication skills and a background in the sales and financial services fields:

PROBLEM SOLVING ABILITIES

EFFECTIVE TEAM MANAGEMENT

CONSULTATIVE SALES

INSTRUCTION, TRAINING AND MENTORING

ORGANIZATIONAL LEADERSHIP

PROFESSIONAL CAREER DEVELOPMENT

EMPLOYMENT

Owner/ Operator

2023-Present

The Corner Store

Responsible for managing the day-to-day functions of all aspects of the business. I schedule both the staffing and deliveries of vendor orders. I work with local vendors to ensure adequate stocking of items. I work with employees to set customer experience expectations, promoting an atmosphere of excellence.

Branch Manager

2013-2023

Summit Credit Union

As the manager of day-to-day functions of both the operations and platform aspects of branch banking. I worked closely with branch business partners to foster an atmosphere to promote a full-service banking experience to clients. In addition to answering client and employee inquiries quickly and efficiently I also solved interpersonal conflicts in the workplace and worked with the team to create a productive work environment while coaching and developing bankers, giving them the skills to acquire new consumer households to the credit union. Expressed proficiency with deepening Consumer and Small Business customer relationships by providing a memorable customer experience.

Landmark Credit Union

Managed the day-to-day functions of both the operations and platform aspects of branch banking. This position afforded me the opportunity to engage various business partners to foster an atmosphere that promoted a full-service banking experience to clients. I answered client and employee inquiries quickly and efficiently as well as helped to solve interpersonal conflict in the workplace. As the Branch Manager I was charged with the task of coaching and developing bankers, giving them the skills to acquire new consumer households. Demonstrated skill with the consultative sales process to proactively identify the financial needs of current or prospective customers and recommend the appropriate solutions to meet those needs.

Huntington Bank

As the branch manager I was the primary party responsible for day-to-day life in the branch. I was responsible for interviewing prospective candidates and once hired I would develop them in their roles, through coaching and observation. During my tenure at Huntington, the branch was a part of an acquisition, and it was my responsibility to make sure that the acquisition was smooth and that the team was well informed.

PNC Financial Services Group

I managed both the operations and platform aspects of branch banking. I focused my attention on developing relationships with business partners to foster an atmosphere that promotes a full-service banking experience to clients. I worked closely with lenders to focus attention on client inquiries quickly and efficiently as well as solve interpersonal conflict in the workplace. After 18 months in the capacity of Assistant Branch Manager I was promoted to Branch Manager and charged with the task of acquiring new consumer and business households to the bank. In addition, I actively planned and participated in the implementation of many branch/community events that were designed to drive new Consumer and Business checking account acquisition, I network and interface with various civic and community organizations for create an avenue for continued involvement as well as coach, train and develop new hire employees and tenured employees on various sales tactics and "best practices".

Small Business Specialist

2007-2012

JPMorgan Chase

In my tenure as a Small Business Specialist with JPMorgan Chase I was afforded the opportunity to serve as a point of contact for several small business owners. I would serve as a resource for start-up business to long-standing "mom & pop shops", aiding in every aspect of the business lifecycle. After nearly 18 months in the branch as a Personal Banker I was promoted to work in the capacity of Small Business Specialist.

EDUCATION

University of Wisconsin-Milwaukee

African Diaspora Studies-Major
Expected Completion Fall 2026

REFERENCES

Available upon request