



Walt A. Buckhanan

Experience

2004-Present M&I Marshall and Ilsley Bank Milwaukee, WI

Vice President/Corporate Diversity Manager

- Primary duties include designing, developing and implementing corporate-wide programs to increase company involvement in the economic development of minority businesses in alignment with corporate goals. He also plays an active role in community organizations throughout all major metropolitan areas where the cooperation has a presence. Communication of the status and effectiveness of these policies and programs to all levels of employees is a critical component of this position.

1997–2004 M&I Marshall and Ilsley Bank Milwaukee, WI

Vice President/Market Manager

- Manage six branch locations totaling over \$700 million in assets and representing 143 sales people including, mortgage lenders, investment representatives, and business bankers.
- Monitor activity and provide feedback to each branch manager on their ability to successfully meet sales goals and develop branch personnel. Identify areas of concern at the branch level regarding profitability and worked with the branch manager to address those areas.
- Develop and successfully implement branch sales plans supporting the defined corporate retail strategies. Achieved all established sales and profitability goals.

1994–1997 M&I Marshall and Ilsley Bank Milwaukee, WI

Vice President/Branch Manager

- Managed two branch locations totaling \$110 million in assets, representing 42 sales people. Exceeded all annual established goals.
- Developed, implemented, communicated and monitored branches sales plans, while exercising executive and administrative control over the functions of the branch, including implementation of policies and explanation of company programs, procedures, and obligations.
- Successfully managed the growth of non-interest income which included new origination and fee based products, such as: mortgage, brokerage, and credit life and revolving credit line renewals.

1989–1994 M&I Marshall and Ilsley Bank Milwaukee, WI

Assistant Vice President/Mortgage Lender

- Generated over \$25 million in mortgages annually.
- Developed implemented an affordable housing Product for low to moderate income families. Over 600 applications, 250 new loans were generated in the targeted area. This resulted in a 57% approval ratio for minority home buyers.
- Served as the lead community lender to provide community based organizations with the expertise to market affordable housing.

1988-1989 M & I Marshall and Ilsley Bank Milwaukee, WI

Retail Banking Officer

- Assisted in the development of the corporate retail budget to increase the banks growth by 22% in 1989 and 24% in 1990.
- Received the company's highest sales award four consecutive years.
- Developed an "Excellence in Sales" training course.

1986-1988 Marshall and Ilsley Trust Company Milwaukee, WI

Trust Fund Accountant

- Managed all financial transactions and reporting with four common trust funds, ranging from \$25 million to \$210 million.

1984-1986 Household Finance Corporation Milwaukee, WI

Associate Manager

- Developed and managed a \$50 Million credit office for one of Wisconsin largest retail outlets.
- Developed and maintained a call center to handle customer issues.

Education

1979–1983 Saint Paul's College Lawrenceville VA.

- BS Business Administration
- Minor – Accounting

Affiliations

President of the Milwaukee Montessori School Board, Director of Avenues West Association, Chairman of the Board of The America's Black Holocaust Museum, Director of the Business Improvement District, Former Commissioner of the Milwaukee Fire and Police Commission and numerous other boards.