

FRANCISCO BRAVO

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Professional Profile

Francisco is a bilingual finance and real estate professional that applies expertise in capital structuring, public finance and community development to successfully identify sound investment opportunities. His ability to access a wide scope of risk is due to a data-driven approach rooted in a commitment to sustainable community development. An efficient collaborator with proven negotiation skills, market insight and business acumen in developing private/public partnerships.

Professional Experience

- LISC-Milwaukee** **01/2017 to Current**
Milwaukee, WI
Program Officer-Real Estate Development & Lending
Grew and managed loan pipeline of multi-family, commercial, affordable housing, schools and community facilities.
Manage relationships with other lending partners including for/nonprofit financial institutions, and local, state, and national governmental programs that support real estate development financing.
- Business Development Banker** **11/2014 to 12/2016**
Milwaukee, WI
Tri City National Bank
Managed a +\$3MM portfolio with +\$5MM of total new YTD financing serviced.
Produced global & proforma financial spreads and risk reports using industry specific data.
Lead in implementation of new internal procedures for commercial lending that met new regulatory standards and improved efficiency.
- Business Development & Procurement Consultant** **01/2014 to 10/2014**
Milwaukee, WI
Chamber of Commerce of Wisconsin
Led 10 person team on executing expansion of business and community development initiatives, such as a regional workforce development program.
- New Business Executive - Midwest** **02/2013 to 12/2013**
Midwest
The Dannon Co./The Food Group
Generated +\$500K of new Fortune 100 business via max profit strategies, branding and demand analytics.
Coordinated broker team on executing regional segment growth, including university sampling program and Hispanic market initiatives.
- Account Sales Analyst** **04/2012 to 01/2013**
Chicago, IL
The Dannon Co
Grew Chicago's A-list accounts from 53 to 75 through consumer data presentations, max-profit planogram, cross-merchandising initiatives and efficient product management. Developed proficient skills in IRI/SAAS data analysis.
- Loan Underwriting Analyst/QC** **06/2010 to 02/2012**
Milwaukee, WI
J.P. Morgan Chase - Hudson
Promoted to Quality Control after 6 months of exceeding quotas in reviewed cases conducting real estate evaluations, financial re-evaluations and verifying property affidavits for lending agreements.
- Constituent Liaison - Hispanic Services** **08/2009 to 05/2010**
Milwaukee, WI
US Congressional Office
Mediated constituent communication, case correspondence and drafted Congressional letters. Assisted in planning and execution of congressional events centered around the Hispanic community.
- City Services - Victim/Witness** **08/2008 to 05/2009**
Milwaukee, WI
Milwaukee District Attorney's Office
Generated research reports for various departments, prepared case materials for detectives/attorneys, and maintained updated logs of victim/witness sensitive information.
- Real Estate Associate** **06/2007 to 06/2008**
Chicago, IL
Koenig & Strey Real Estate
Created customized real estate materials, maintained a property pipeline, while actively traveling to showings/closings in the Greater Chicago Area

Education

Bachelor of Arts: Political Science

2010

Marquette University

Milwaukee, WI

McNair Research Scholar and Educational Opportunity Program Scholar

High School Diploma

2005

St. Ignatius College Preparatory High School

Chicago, IL

Honors Diploma Graduate and Daniel Murphy Scholar

Involvement

- Marquette University Young Alumni Association - President
- Near West Side Partners - Commercial Corridor Development Team
- Milwaukee Business Improvement District – Board Member
- Hispanic Professionals of Greater Milwaukee- Member
- Cristo Rey High School - Summer Business Program Volunteer
- NAIOP - Developing Leader
- CARW - Member

Academic Research and Presentations

Ronald E. McNair Research Program 2009-2010

- Collaborated with various WI community organizations, such as Voces De La Frontera, on survey events totaling +200 participants.

“Financial Implications On Mexican-Americans In Wisconsin Resulting From Post 9/11 Labor Policies”

Mentors: Dr. Laura Matthew, Department of History, Marquette University & Dr. Pat Rubio Goldsmith, Department of Sociology, University of Wisconsin-Milwaukee

Presentations:

- National Conference for Undergraduate Research, University of Montana, Missoula, MT 2010
- University of California-Berkeley Undergraduate Research Symposium, Berkeley, CA 2009
- Ronald E. McNair Symposium, Marquette University, 2009