

Barbara Jones

Milwaukee, WI

**Retail Sales Team Leader-Vice President
Peoples State Bank**

January 2020-Present

- Manage Sales Team for the Southern Region of Peoples State Bank to understand and achieve bank goals.
- Oversee the management, operation, and promotion of the bank branches.
- Ensure overall compliance within the branches by working closely with Branch Managers of each location.
- Collaborate and partner with local non-profit agencies to assist with training and financial literacy needs.
- Participate in community events and activities to support Pride in Peoples.
- Manage portfolio of commercial and consumer clients.

**Branch Manager-Vice President
BMO Harris Bank**

December 2014-January 2020

- Effectively manage portfolio of business clients along 3 different tier levels to help sustain
- Work with business partners in all lines of the bank to provide full range of products and services to our clients.
- Ensure overall compliance within the branch by working closely with the operations officer.
- Active community participation with local non-profits, and local BID board.
- Facilitate financial literacy seminars within the community.
- Coach and develop team members to deliver a high level of customer service, while meeting branch and individual goals.
- Coach and develop the skill set of all team members to prevent potential losses due to fraud.

**Branch Manager-Vice President
PNC Bank**

November 2003-December 2014

(MidAmerica Bank/National City Bank)

- Coach and develop team members to deliver high level of customer service while achieving personal and branch goals. (Human Sigma 6 April /October 2014. HS 5 all other years)
- Manage branch budget and adjust goals to ensure maximum profitability.

- Consistently call on local business customers and prospects to increase share of business within market area.
- Work with all business partners to provide services for all clients.
- Coach and develop the skillset of all team members to recognize and prevent potential losses due to fraud.
- Develop a network of resources in the community to increase consumer households, provide a strong PNC presence, as well as prevent fraud with mutual communication among organizations.
- Process business banking loan requests up to \$100,000.00
- Effectively manage business banking client portfolios.

ST. Francis Bank

July 1996-November 2003

- **Assistant Branch Manager**
- **Personal Banker**
- **Teller**

BottomLess Closet –Board Member

May 2006-June 2010

- Strategic Alliance Committee

June 2008-Mrch 2010

Wisconsin Community Services-Board Member

May 2010-June 2019

- Finance committee member
- Board Secretary

YWCA-Ways to Work

April 2014-August 2017

- Financial Literacy facilitator
- Loan committee

Make a Difference Wisconsin/Secure Futures

April 2014-Present

- Financial Literacy facilitator

BMO Pride Wisconsin Co-Chair

June 2016-January 2020

- Pridefest Coordinator
- Employee Engagement leader

Downtown West Allis Inc-Board Member

June 2018-Present

- Board Treasurer

September 2019-Present

Aurora West Allis Medical Center Steering Council

January 2022-Present

- Committee Member

