

PICKERING, SUSAN

WAUWATOSA, WI

EXPERIENCE

JULY 2012-PRESENT Associated Bank, N.A. *Milwaukee, WI*

SENIOR VICE PRESIDENT, REGIONAL MANAGER PRIVATE CLIENT SERVICES

- Regional manager for Milwaukee, Madison and Chicago
- Year over year revenue growth 16% in Milwaukee and Madison combined
- Restructured the Chicago market, tripling annual revenue.

APRIL 2008-JULY 2012 JPMorgan *Milwaukee, WI*

BANKER

- Manage a book with annual revenue of \$250MM , consisting of approximately 125 clients – banking, lending and investing – with average net worth of \$12MM. Average TCP of \$10MM.
- Serve as the primary point of contact for clients. Build and manage the team dedicated to clients.
- Develop referral network with internal partners, accountants, attorneys and existing clients.
- Responsible for attaining aggressive growth metrics: net new clients, YOY revenue growth and YOY TCP growth.
- Promoted to Executive Director in January of 2010.
- Passed Series 7 and 63 exams.

SEPT 2001 – APRIL 2008 M&I Bank *Milwaukee, WI*

PRIVATE BANKER

- Provided banking services to high net worth clients. My book consisted of approximately 1,200 clients.
- “Back up” chief credit officer. Responsible for reviewing and approving credits in the M&I footprint.
- Number one banker nationally in 2006 and 2007.

OCT 1998-SEPT 2001 M&I Bank *Milwaukee, WI*

BRANCH MANAGER

- Managed staff of 20 people. Responsible for sales and revenue growth.
- Moved the branch to number one position in it’s peer ranking from the 56th position in one year.

AUG 1995-SEPT 1998 M&I Bank *Milwaukee, WI*

BUSINESS BANKER

SEPT 1986-AUG 1995 Marine Bank/Bank One *Milwaukee, WI*

MANAGER TAX DEPT (MARINE) MANAGER RETAIL FINANCE GROUP (BANK ONE), BUSINESS BANKER

JAN 1977-JUL 1983 Grant Thornton *Madison*
Public accounting