

JAMES J. PAGUAGA
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SUMMARY OF QUALIFICATIONS

Accomplished Business Executive with 30 years' experience in Retail & Commercial Bank Management and with over 25 years' experience teaching Business curriculum at the Graduate and Undergraduate.

Top-Performing Leader, Experienced Banker/Small Business Lender/Business Development Team Leader with top Financial Services & Banking Firms in New York City

AREAS OF STRENGTH AND EXPERTISE

- Strong organizational and communications skills demonstrated throughout career
- Proven ability to successfully lead, motivate & manage High Performing Teams of Bankers
- Established rapport & trust in building long-standing relationships with Senior Executives of Commercial Businesses, High-Net Worth Individuals, & Small Business Owners.
- Consistently demonstrated excellent leadership & management skills throughout career

WORK EXPERIENCE

HSBC, NEW YORK, NY

2017-Present

Vice President, Business Banking Team Leader-NYC

- Team Leader Deposit & Lending Portfolio of Business Banking
- Successfully led, developed, maintained, & cross-sold new business/personal deposit/lending
- Team comprised of 12 Business Banking Officers

INVESTORS BANK, BROOKLYN, NY

2014-2017

Vice President, Business Lending-NYC

- Develop & Manage a Deposit Portfolio & Credit Portfolio of Commercial/Small Businesses & High-Net Worth individuals
- Successfully manage existing portfolio & cultivate new business development Owner-Occupied Mortgages, Lines of Credit, & Term Loans

CAPITAL ONE BANK (NORTH FORK BANK) NEW YORK, NY

2002-2014

Senior Vice President/ Team Leader, Private Banking / Middle Market Lending Clients / Not-For-Profits

- Team Leader \$825 million Deposit portfolio of Private Banking & Commercial Businesses
- Successfully led, developed, maintained, & cross-sold business/personal deposit/lending for former North Fork Bank / Capital One Bank
- Team comprised of 6 Business Development Officers & Operations Managers

CITIBANK (ABN-AMRO/EAB) NEW YORK, NY

1995-2002

Vice President, Financial Center Manager

- Managed largest Branch in NYC for former European American Bank / Citibank
- Led the Branch comprised of 28 Branch Personnel to successful Branch-of-the-Year
- Awarded Branch-of-Year 4 years for EAB/Citibank (1996-2000) for Outstanding Sales

CHASE BANK, NEW YORK, NY

1990-1995

Second Vice President, Branch Manager

- Managed one of the largest Branches in Brooklyn, Queens, & Staten Island regions
- Increased Branch Balances over \$20 million in the Greenpoint Area of Brooklyn
- Successfully self-implemented Business Development and Meeter-Greeter programs

MARINE MIDLAND BANK (HSBC) NEW YORK, NY

1986-1990

- Entered the Bank's Management Associate Program
- Promoted to Branch Manager within the first 6-months of the Program
- Successfully Led & Developed Sales Teams for several Branches during my tenure

TEACHING EXPERIENCE

ST. FRANCIS COLLEGE, Brooklyn, NY

1992-Present

Adjunct Professor

Teach various undergraduate-level business courses including:

- Organization & Management / Management Theory & Practice / Human Resource Management

NEW YORK UNIVERSITY – TANDON SCHOOL OF ENGINEERING, Brooklyn, NY

2000-Present

Adjunct Professor

Teach various graduate-level business and marketing courses including:

- New Product Development / Managing Technological Change & Innovation / Technology Strategy

MARYMOUNT MANHATTAN COLLEGE, New York, NY

2011-Present

Adjunct Professor

Teach various undergraduate-level business courses including:

- Marketing / Business & Society / Leadership / Management /Organizational Behavior

AWARDS

- Honored as "ADJUNCT PROFESSOR OF THE YEAR ", St. Francis College, 1995
- Named to the "SFC ATHLETIC HALL OF FAME ", St. Francis College, 1997
- Received the PAX et BONUM MEDAL for 15 Years of Dedicated Services, St. Francis College, 2007

EDUCATION

PACE UNIVERSITY, New York, NY,

Master of Business Administration (M.B.A.) in Management & Marketing

ST. FRANCIS COLLEGE, Brooklyn, NY,

Bachelor of Science (B.S.) in Management