



G. Tim Miller

Tim.Miller @tamuc.edu

QUALIFICATIONS SUMMARY

- ▶ **Business Management:** Expertise guiding strategic planning and providing leadership, oversight and direction to multiple areas of responsibility.
- ▶ **Relationship Development:** Strong interpersonal talents with passion for cultivating lasting connections in organizational programs. Skilled communicator with ability to engage colleagues through interactions that motivates them to succeed. Proven ability to provide constructive feedback.
- ▶ **Leadership Abilities:** Effective leader with leadership skills and business acumen needed to actively engage group members in achieving established objectives. Success meeting and exceeding organizational goals within team driven and self-guided roles.
- ▶ **Key Strengths:** Analytical skills with a dedication to continually streamlining and improving work processes. Effectively interface with key partners to collaborate on client opportunities and to resolve problems. Results focused; able to maintain accurate record keeping, and enforce policies and procedures while driving business forward.

EDUCATIONAL BACKGROUND

Master of Science in Management & Leadership

WESTERN GOVERNORS UNIVERSITY, Austin, TX

Bachelor of Applied Arts & Sciences in Organizational Leadership

TEXAS A&M UNIVERSITY-COMMERCE, Commerce, TX

Banking Certificate, Louisiana State University Graduate Banking School

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PROFESSIONAL EXPERIENCE

BANK OF AMERICA, N.A, Dallas, TX (2/2006 – Present)

Managing Director- Private Banking Manager/Emerging Wealth, for the CentralWest/Southeast Division of U.S. Trust- Bank of America Private Wealth Management (9/2011 – Present)

Provides overall leadership of the development and execution of private banking strategies. Handled delivery of credit and deposit products including mortgages for clients with trust and investment management portfolios. Oversaw staff of up to 19 private banking specialists, client sales and service officers, and private banking relationship managers located in seven U.S. cities in bank's southeast division. Provided sales coaching, and acted as credit and banking liaison to high net worth leadership in the southeast markets. Coached key players to maintain referral pipelines in areas of credit and investment management. Supports bank business and partnering with UST, Business Banking, Treasury Management, Merrill Edge and Merrill Lynch in major markets including Seattle, Portland, San Francisco and Palo Alto, Greater Los Angeles, Dallas/Fort Worth, Houston, Atlanta, Miami, Charlotte and Washington, D.C.

Home Loan Manager- Dallas & West Texas (11/2008 – 9/2011)

Supplied management oversight of recruiting, sales and pipeline management, and underwriting. Supervised 11 mortgage loan officers and 2 sales assistants, and trained home loan manager in El Paso market. Accountable for management of home loans sales offices in Dallas/Park Cities, Amarillo, Lubbock and Midland/Odessa to include recruiting and directing 11 sales staff. Held full P&L responsibility and collaborated with operations staff to develop effective cross-functional processes. Coordinated training and implementation of Bank of America systems, marketing and programs; assisted other market managers with implementation systems.

Home Loan Manager- Amarillo, Texas (8/2007 – 11/2008)

Provided oversight to ensure compliance with government regulations and internal policies and procedures for Bank of America Home Loans west Texas markets including Amarillo, Lubbock, Midland/Odessa and El Paso. Maintained profitable production while leading office through financial market meltdown and national collapse of Countrywide.

Home Loan Manager- Tarrant County TX (2/2006 – 8/2007)

Directed banking activities and supervised staff in Amarillo and Arlington, TX, markets for Countrywide, now known as Bank of America Home Loans to create a high performing culture. Resolved complex problems or inquiries. Functioned as sales manager for the Southlake, TX, office performing duties such as new business development and managing customer relationships.

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FIRST HORIZON HOME LOANS, Cedar Hill, TX

Branch Manager (3/2005 – 2/2006)

Managed branch operations to provide prompt, accurate and complete services to customers. Recruited and supervised staff of three loan officers and one administrative assistant. Supplied coaching and training to loan officers at other branches. Handled day-to-day application of organizational policies and procedures. Provided customer service through delivery of loan products to expand existing personal and business banking relationships.

WELLS FARGO BANK, Dallas, TX

Private Mortgage Banking Manager (5/2000 – 3/2005)

Contributed leadership duties including recruiting and managing seven loan officers. Handled mortgage originations for mass affluent and banking clients. Recruited, trained and educated private mortgage loan officers across the country on credit functions. Recognized as one of top offices in North Texas for production and profitability numerous times.

Additional experience as Retail District Manager at Compass Bank (1999-2000), Senior Banking Specialist at ASM Management (1998-1999), Retail District Manager at Wells Fargo Bank (1989-1998) and Retail Bank Manager at Interfirst Bank (1981-1989).