

6017 NW 50<sup>th</sup> St.  
Johnston, IA 50131

**Daniel A. R. Fitzgerald**

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## **SUMMARY OF QUALIFICATIONS**

A mid-level Finance Executive with 15 plus years of experience and understanding of various industries (CRE, AG, and Retail), varying finance programs, conducting financial analysis and knowledge of varying products. An effective communicator in fostering business development with customer contact, and working with customers to support profitable growth of the business in soliciting all new and existing customers for products and services.

## **AREA OF EXCELLENCE**

Process Minded  
Business Planning and Development  
Financial Analysis

Community Minded  
Leadership Development  
Detail Oriented

Ag Background  
Lending Experience  
Budgeting and Forecasting

## **CAREER EXPERIENCE**

**West Bank, West Des Moines, IA**

**Apr. 2013 – Present**

**Second Vice President and Senior Credit Analyst**

- Analyze and Underwrite complex and multi-faceted Commercial Credit requests
- Collaborate with Commercial Lenders to design credit facility structure
- Present loans to executive management for approval
- Mentor and train junior analysts in all aspects of financial analysis, and corporate culture.
- Build rapport with customers
- Develop and write standard operating procedures for the department to assist with the onboarding of new analysts and processes.

**Sigourney Tractor & Implement, LLC, Sigourney, IA**

**Aug. 2011 – Jan 2013**

**Assistant Controller & Project Manager**

- Met with customers to arrange financing for equipment purchases
- Managed and reported status of company projects to the Owner and Controller
- Researched and implemented 18 company-wide projects for improvement of performance in the areas of Customer Relationship Manager Program, Annual Sales Call, and New Equipment Satisfaction Survey
- Built and Maintained relationships with suppliers to foster business development
- Prepared Monthly Reporting packages for Department Managers and Business Owner

**Kent Nutrition Group, Inc., Muscatine, IA**

**March 2006 – August 2011**

**Dealer Development Manager, International Credit Manager**

- Developed Relationships with end customers to utilize financing programs
- Approved credit limits and negotiated terms with customers
- Interviewed and evaluated prospective customer applicants based on financial status and historical payment indicators
- Provided financial expertise to customers to become more profitable and efficient i.e. budget planning, succession planning, and goal planning
- Developed and provided financial statement analysis training to sales team and dealer channel
- Led the Strategic Initiative for International Sales from 2006 to 2008 while increasing annual sales

**John Deere Financial, Johnston, Iowa**

**April 2002- March 2006**

**Wholesale Support Analyst (July 2003 – March 2006)**

- Underwrote and presented loan requests to JDF management ranging in credit limit up to \$25MM
- Developed relationships with Account Management, Credit Administration, and other Underwriting team members to foster positive working environment.
- Performed special projects and assignments as requested i.e. inventory audits, retail note audits, dealer closeouts

**Wholesale Finance Credit Assistant** (April 2002 – July 2003)

- Improved average collection time on Accounts Receivable from 30 days to 20 days
- Conducted new and used inventory valuation audits for JDC financing of John Deere Dealer inventory
- Worked with other departments and dealers to resolve double financing of equipment

**EDUCATION****St. Ambrose University H. L. McLaughlin MBA Program**, Davenport, IA

Master of Business Administration

**Iowa State University**, Ames, Iowa

Bachelor of Science, General Business Management with an emphasis in Finance

**VOLUNTEER ACTIVITIES**

- Cub Scouts Pack 29
  - Treasurer 2014 – Present
  - Den Leader 2016 – Present
  - Assistant Den Leader 2013 - 2014
- NWTF – Central Iowa Long Spurs
  - Treasurer 2015 – Present
  - Annual Banquet Planning Committee
- NWTF – Iowa
  - Polk County Connecting Individuals to the Outdoors Coordinator for 2017
- Johnston Archery Club
  - Co-Founder and Instructor for the archery program in Johnston

**TRAINING AND SKILLS**

- Indian Hills Razors Edge Leadership Program Certificate
- Management Resources Association Negotiation & Conflict Resolution Certificate
- Microsoft Office 2010, Microsoft PowerPoint 2010, Microsoft Visio 2013, and Microsoft Project 2010
- Shockproof Financial Analysis
- Risk Management Association Financial Analysis and Cash Flow
- 10 – Key: 12,324 / hour with 100% accuracy