

Mark J. Brown

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FINANCIAL EXPERIENCE

Central Bank

West Des Moines, IA

Senior Vice President, Private Banking

April 2017 – Current

- Provide high net worth clients with customized banking products and services.
- Collaborate with center-of-influences to provide comprehensive protection for assets of business owners and high net worth individuals.
- Generated \$61.5 million in loans from fiscal year 2016-2017.
- Manage staff of 47 employees, ranging from retail banking to commercial lending.
- Created system-wide employee performance scorecards for each employee to better monitor performance, provide feedback, and recognize/reward employees.
- In the process of implementing Central Bank University, online training videos and testing for employee to achieve future promotion.
- Saved Central Bank \$250,000 annually by negotiating interchange fees on bankcards.

Central Bank

West Des Moines, IA

Credit Analyst / Vice President, Commercial Lending

July 2014 – March 2017

- Managed the credit analysis and loan presentation for Des Moines-metro, Storm Lake, and Cherokee locations.
- Assisted in the development of a more automated underwriting process that improves the efficiencies of the bank.
- Created own contacts and built loan portfolio from scratch to become Central Bank's fastest growing lender.

HEALTHCARE EXPERIENCE

UnityPoint Health

Des Moines, IA

Strategic Analytics Consultant

August 2013 – June 2014

- Created System-Wide Dashboard, which set and execute system-wide initiatives.
- Analyze institutions' operational, clinical, and financial performance
- Collaborate with lead-physicians and directors on diagnosing issues, identifying root causes and driving change management initiatives.
- Identify potential issues that will impede success and recommend corrective action.
- Provide on-site and off-site assessments and consulting services for a portfolio of clients.

College Station Medical Center

College Station, TX

Graduate Resident, Decision Support Analyst

December 2011 – May 2013

- Created reports that identify, define, and oversee requirements for data quality control processes, and support senior leaders in data-driven strategic decision-making by preparing clinical and business related performance reports
- Assisted in the development and coordination of all clinical policies and procedures by managing and monitoring all organizational-wide performance improvement activities
 - Relevant projects: Employed Physician to MGMA Comparison Report and Presentation, CPT Code Billing Report, Creation of 501a Corporation Daily Expense Report, Market Analysis for Implementing New Pediatric Service Line

New York-Presbyterian Hospital

New York, NY

Graduate Resident, Hospital Operations

June 2012 – August 2012

- Assisted senior leaders with a variety of operational improvement and financial projects
 - Relevant Projects: Outpatient-Laboratory Patient Flow Analysis (projected to increase efficiency by 40% while making better use of employees' skills/talents)

RELEVANT FINANCIAL EXPERIENCE

Bergan-Paulsen CPAs and Consultants

Cedar Rapids, IA

Staff Accountant

September 2009 – April 2011

- Monitored financial data and prepared financial reports; resulted in better recognition of business trends and performance
- Made suggestions to clients on how to improve business performance through inventory controls

Central Bank

Sioux City, IA

Internal Auditor

May 2008 – May 2009

- Systematically sampled the adequacy and reliability of internal controls and accounting systems used within the bank organization. Gained knowledge in effectively implementing internal controls and monitored of employee activity
- Directed, reviewed, and verified records, and compliance with standards and policies. Gained experience with implementing standards and policies, and measuring employee compliance

EDUCATION

Graduate School of Banking

Denver, CO

Executive Development Institute

April 2016 – October 2017

- Condensed Graduate School of Banking curriculum specifically designed to groom up-and-coming leaders for the C-level suite in community banks.

Drake University

Des Moines, IA

Masters of Business Administration

May 2016 – November 2017

- GPA 3.80

Greater Des Moines Leadership Institute, Class of 2016

Des Moines, IA

Community Leadership Program

August 2015 – May 2016

- Created a program to improve Youth Emergency Shelter Service's employee retention

Investment Banking Institute

New York, NY

Intensive 4-week financial modeling and valuation training program

August 2013

- Performed company valuations utilizing (i) comparable public company analysis, (ii) precedent transactions analysis and (iii) discounted cash flow (DCF) analysis
- Built fully-integrated financial statements projection model, LBO model, accretion/dilution merger models, including ability to run operational and capital structure sensitivities within models and data tables for sensitivity analysis

Texas A&M University, School of Rural Public Health, Health Science Center

College Station, TX

Masters of Healthcare Administration

May 2013

- GPA 3.7
- Selected to represent graduate program in Case Competition, resulting in top 3 school ranking
- Active member of American College of Healthcare Executives (ACHE), Institute for Healthcare Improvement (IHI), assisted in the management of local student chapters

ADDITIONAL

- **Extracurricular Activities:** Member of Saint John's University Football Team, Team Captain (2007-2010)