

Lindsey Ellis

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Education:

Drake University | Des Moines, IA

M.A. Public Administration

*Focus in Executive Development, Leadership
& Human Resources*

University of Iowa | Iowa City, IA

B.A. Political Science

B.A. International Studies

Minors in Spanish and History

Involvement:

**Big Brothers Big Sisters of
Central Iowa**

Advisory Board Member

April 2015 - Present

Clive Chamber of Commerce

Ambassador

March 2014 - Present

Experience:

Jan 17-Present | Lincoln Savings Bank | Clive, IA

Des Moines Regional Retail Leader

- Responsible for leadership of Des Moines metro branches. Facilitates training, sales goals, and coaching to all branch managers.
- Provides overall sales direction, strategy, and evaluation of DSM branches, as well as directly manages the Clive location.
- Represents the bank in civic and community affairs, networking functions, and organizations promoting a positive reputation.
- Conducts outside sales efforts according to market opportunity to generate new business clients, while also maintaining and expanding existing consumer and business banking relationships.

Dec 12-Dec 16 | Lincoln Savings Bank | Clive, IA

Branch Manager

- Built strong relationships with commercial, insurance, wealth management and mortgage departments to facilitate an environment for sourcing new clients and continued deposit growth.
- Interacted with clients on a daily basis, determining their financial needs while forming long-term relationships.
- Applied loan knowledge to underwrite, process and fund loans.
- Achieved monthly Deposit Growth and Loan Goals in 2014, 2015 and 2016.

Dec 10-Dec 12 | Bank of the West | Clive, IA

Customer Service Representative

- Exceeded monthly sales and referral goals by identifying and selling products and services beneficial to the customers' needs.
- Coached and mentored peers on sales and development skills.