

# David M. Ling

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## EXPERIENCE

### BANKERS TRUST COMPANY

#### Vice President, Business Banking Manager | Des Moines, IA

January 2018 – Present

- Oversee Business Banking and Government Guaranteed Lending activities which focuses on growth in smaller commercial lending markets. Target market includes companies in the \$1.0MM-\$15.0MM range.
- Create and promote strategies targeting growth and profitability of the Business Banking Division to reach set budget benchmarks.
- Supporting direct reports in personal and professional development through coaching, development planning and job training.
- Collaborate with internal Bank partners to develop business banking strategies and programs for companies and professional practices by providing financial solutions to support capital and cash management needs.
- Commercial Banking Process Improvement Team committee member. Team looks for efficiencies in all aspects of operations on the commercial side of the Bank; which includes lending, service, underwriting, documentation and imaging divisions.

#### Vice President, Business Banking Relationship Manager | Des Moines, IA

December 2013 – January 2018

- Responsible for developing, maintaining and servicing individual Business Banking loan portfolio. From January 2014 to November 2017, customer households grew in excess of 200%; while loan outstandings grew by nearly 270% over the same period.
- Served as Co-Chair for Bankers Trust Go Green Action Committee, which supports the Banks efforts to become a more Sustainable organization. As committee Co-Chair, facilitated the completion of the Banks first formal Sustainability Audit.
- Continue to grow professionally by seeking additional training opportunities. Completed ATW Training & Consulting's *Manager Boot Camp: Surviving Managements Landmines*. December 2016.

### WELLS FARGO & COMPANY

#### Business Relationship Manager | Des Moines Business Banking, Clive, IA

May 2012 – November 2013

- Responsible for building a new portfolio of customers by prospecting companies in the \$2.0MM-\$20.0MM revenue range.
- Developed a prospect list of 200+ companies around central Iowa within the first 12 months of taking position.
- Designed and executed a direct mail campaign to reach out to prospective customers which resulted in five new business relationships for the bank within 12 months of first mailing.

#### Financial Analyst | Iowa Regional Commercial Banking, Des Moines, IA

August 2010 – May 2012

- Supported a \$360.0MM credit portfolio consisting of private and public companies ranging from \$20.0MM-\$6.0BN in revenue.
- Evaluated the creditworthiness of borrowers by performing in-depth analysis of credit factors including market/industry research, analysis of financial statements, sources of repayment and financial forecasts. Capital requests included senior debt financing for daily operating needs, capital expenditures, business expansions, mergers and acquisitions as well as loan syndications.
- Accepted into and completed Wells Fargo *Wholesale Credit Boot Camp*, a formal 12-month middle market credit-training program.

#### Credit Analyst | Denver Business Banking Group, Denver, CO

April 2009 – August 2010

- Provided analytical support to Business Bankers with a credit portfolio of nearly \$190.0MM by completing Credit Approval Presentations for all credits exceeding \$2.0MM in direct bank exposure through analyzing financial statements, tax returns and creating projections.
- Accepted into and completed Wells Fargo *College of Commercial Credit*, a 12-month formal credit-training program.

#### Business Banking Associate | Denver Business Banking Group, Denver, CO

January 2008 – April 2009

- Served as the main point of contact for customers regarding loan advances/payments, new account openings, online banking procedures and general customer service issues.

### MARSH & MCLENNAN COMPANIES

#### Marketing Specialist | Marsh Affinity Group Services, West Des Moines, IA

May 2005 – November 2007

- Managed marketing activity for two of the division's top fifteen revenue-producing clients (250+ clients in total).

## EDUCATION

#### COLORADO GRADUATE SCHOOL OF BANKING, Boulder, CO

2015-2017

- Honors Graduate (top 10% of graduating class)

#### MINNESOTA STATE UNIVERSITY, Mankato, MN

2001-2005

- Bachelor of Science Degree – Major: Finance | Minor: Administration | Honors Program Graduate
- Completed Political Science Study Tour in Italy
- Minnesota State University Football Program letter winner

## ADDITIONAL

- **Cyclone Regional Training Center:** Board Member 2017 – Present
- **The ALS Association Iowa Chapter:** Vice President, Board Member 2015 – Present
- **West Des Moines Leadership Academy:** Chair, Board Member; Class of 2014 2013 – Present
- **Volunteer,** American Red Cross Heroes of the Heartland Planning Committee 2013 – Present