

# Shane Zimmerman

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## Objective

Acquire, develop, and grow the highest performing Business Banking teams in our markets by utilizing my successful coaching skills, leadership qualities, ability to partner with others, experience, and focus on great customer service.

## Experience

January 2013 – Present

### **Des Moines Market Banking President/Area Business Banking Manager**

- Coach a team of Business Banking Managers and Market Presidents in Central and Western Iowa (7 direct reports and 55 total reports).
- Responsible for the financial performance of my line of business, with a focus on top line revenue growth, expense management, and balance sheet growth.
- Represent Wells Fargo Bank and the Business Banking Group in the Des Moines metro community.
- Member of the Wells Fargo Central Iowa Diversity Council.
- Member of the Wells Fargo Charitable Contributions Committee responsible for awarding Wells Fargo's donations and strategy in the Des Moines area.

June 2008 – Present

### **Business Banking Manager 2**

- Coach a team of Business Relationship Managers(8), Business Administrative Manager(1), and Business Associates(6), to reach market goals and individual goals.
- Recognized by Wells Fargo Equipment Finance for reaching the Double Comma Club each year.
- Top 50 WFEFI Business Banking Office in 2010.
- Achieved Loan Production, Deposit Production, and Loan/Deposit growth goals in 2010 and 2011.
- Developed the Business Banking Trainee curriculum for the Iowa-Illinois Region. Many of the attributes of the program were adopted across the Mountain-Midwest Region.
- Wells Fargo Corporate Transformational Leadership Program (2012).
- Best in Class Connection Survey Results (Q12) in each of the last 2 surveys.

April 2005 – June 2008

### **Community Bank President 3**

- Coach Business Relationship Manager, Business Associate, and Store Manager to reach market goals and individual goals.
- Won the Market Excellence Award for the Iowa/Illinois Region.
- Exceeded market financial expectation in 2006 and 2007.
- Helped grow the business banking loan outstanding by 20% in 2007.

- Invited to the 2008 Sales and Service Conference in Orlando, FL.

Dec. 2002–April 2005 Wells Fargo Bank

Ankeny, IA

**Store Manager 3**

- Coach personal bankers, service manager, tellers, and small business specialist to reach service and sales goals.
- Invited to the 2004 Sales and Service Conference in Orlando, FL.
- Invited to the 2005 Sales and Service Conference in Honolulu, Hawaii.

**Education**

2002–2005

**Drake University**

Des Moines, IA

- Master of Business Administration, emphasis in Executive Leadership.
- GPA is 3.76/4.00

1993-1997

**University of Northern Iowa**

Cedar Falls, IA

- Bachelor of Arts, General Studies with emphasis in Business Administration, Psychology, and Communication. Minor in Economics and Psychology.

**Community  
Involvement**

- Living History Farms Board of Directors, Former Treasure and Secretary, and member of the Executive and Finance Committees. Current member of the Strategic Planning Committee and Audit Committee.
- Urbandale Economic Development Corporation Board of Directors (current).
- Downtown Community Alliance Economic Development Committee (current)
- Urbandale Art Commission Board Member (current).
- Board President for Habitat for Humanity of Central Iowa (2007-2008)
- Ames Economic Development Commission Board Member (2005-2008)

**Interests**

Coaching youth athletics, volunteering at church, spending time with family and friends.

**References**

Available upon request.