

Kevin J. Tiernan

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Education & Certificates

Bachelor of Liberal Studies Emphasizing in Business & Industrial Technology,
August 2006, Iowa State University, Ames, IA
Graduate School of Banking, 2014 - Madison, WI

Former License:

Series 7 General Securities Representative License
Series 66 Uniform Combined State Law License
Iowa Insurance License

Work Experience:

VP, Regional Sales & Development Manager - Bankers Trust, Des Moines, IA August 2013-Present

- ✓ Create business development program to gain market share.
- ✓ Participate with local business groups and officials in downtown area.
- ✓ Advance retail training programs for Platform & Teller positions.
- ✓ Develop sales tracking programs utilizing CRM software.

VP, Consumer Services Manager- Bankers Trust, Des Moines, IA May 2011-August 2013

- ✓ Create business development program to gain market share.
- ✓ Participate with local business groups and officials in downtown area.
- ✓ Create, train, and coach a successful sales team through development of staff.
- ✓ Develop & administer budgets, business development goals and objectives, and performance standards.

AVP, Branch Manager- Wells Fargo Bank, Des Moines, IA May 2010- May 2011

- ✓ Customize coaching plans to increase market share and profitability.
- ✓ Promote teamwork with partners and other corporate departments.
- ✓ Create, train, and coach a successful sales team through development of staff.
- ✓ Develop & administer budgets, business development goals and objectives, and performance standards.

Officer, Service Manager- Wells Fargo Bank, Waukee, IA January 2010- May 2010

- ✓ Maintained store responsibility in the absence of store manager.
- ✓ Developed best practices to help tellers/bankers reach their goals.
- ✓ Effectively used compliance resources to meet ongoing SOCR standards.

Personal Banker/Investment Consultant- Wells Fargo Bank, Clive, IA April 2008- January 2010

- ✓ Strategically perform daily action plans to maximize customer interactions.
- ✓ Manage customer's portfolios, servicing relationships and maintaining high value bank relationships.

- ✓ Provide a broad base of financial and credit services to maximize customer benefits.
- ✓ Use profiling analysis to identify financial solutions for business and consumer needs.
- ✓ Retained existing customers, protect existing revenue stream, and generate new leads.

Entrepreneur/Owner- Dublin Irish Pub, Des Moines, IA October 2007-March 2008

- ✓ Developed a design concept and specials for new business.
- ✓ Maintained new hire interviews and on-board training.
- ✓ Proactively created marketing strategies to create customer basis.

Select Accomplishments:

- ✓ Community Bankers of Iowa – Up and Coming Banker of the Year Award-2013
- ✓ State of Iowa Governor's Volunteer Award-2012
- ✓ United Way, Live United Recognition Nominee 2012
- ✓ Recipient of Wells Fargo's Service starts with me award 2008
- ✓ Recipient of Star Banker award for top performer at Wells Fargo Bank (2 Quarters)
- ✓ Recipient of 2008 Sales Star Award, and May 2009 Sales Star Award
- ✓ Recipient of Quarter 1 Des Moines Retail Performance Excellence Award
- ✓ Recipient of Star Manager Award in 2010

Organizations & Community Involvement:

- ✓ Des Moines Downtown Chamber-Past President
- ✓ Greater Des Moines Partnership-Affiliates Presidents Council-Past Chair
- ✓ Variety Club of Iowa-Board
- ✓ Downtown Community Alliance-Board (Past)
- ✓ Community Youth Concepts-Board
- ✓ I Have A Dream Foundation-Mentor