
Robert Sinclair

Louisville, Kentucky

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Background Profile

Experienced management professional in search of building upon current career path which demands excellence in the areas of financial management, financial services, corporate financing, or lending. Background includes strong knowledge and significant experience in these key areas:

- ♦New business and relationship building
- ♦Strategic sales and marketing
- ♦Human resource management
- ♦Loan/Lending
- ♦Financial portfolio management
- ♦Customer need identification/Analysis
- ♦Profit/Loss accountability
- ♦High communications skills/Relatability

Professional Experience

Bank Branch Manager- Vice President – BB&T – now Truist Bank

Louisville, KY

January 2004- October 2021

- Responsible for managing all aspects of three branches for 7th largest bank in the U.S.
- Area of focus include retail lending, automobile financing, home equity line of credit, small business loans, equipment, and real estate loans.
- Responsible for checking deposits, savings accounts, CD's, and management investment solutions.
- Ensure compliance with internal controls, operational procedures, and risk management policies.
- Responsible for interviewing, hiring, performance reviews, business development, coaching, mentoring, management of staff schedules and creating a cohesive culture amongst varied key stakeholders.

Financial Advisor- UBS PaineWebber Financials

Louisville, KY

March 1998- January 2004

- Financial advice to clients with guidance on investments and financial planning.
- Present and sell financial/investment products with varied clients of all backgrounds based on client's goals.
- Provide diverse portfolio of financial investment strategies, utilizing sound experiences, specialized training, and education.

Assistant Vice President/ Branch Manager- Bank of Louisville

Louisville, KY

October 1986- February 1998

- Promoted to manage the largest banking center with implementing progressive sales and marketing programs to identify customer needs for banking services.
- (Branch Manager) Developing new relationships and increasing loan/deposits in the banking center which included duties of expanding staff, training of employees, and supervision/talent retention/inclusivity.
- Successfully increased total outstanding loans by 40% over bank average and improved overall customer service quality.

Education: B.B.A. in Finance, University of Kentucky- May 1986

Lexington, KY

Affiliations & Interests: NECC Volunteer for "Servants with Tools"
