

JAMES J. PAGUAGA

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VICE PRESIDENT – COMMERCIAL & BUSINESS BANKER / TEAM LEADER

- Proven Business Executive with extensive experience in Bank Management.
- Experienced Banker/Small Business Lender/Business Development Team Leader with top Financial Services and Banking Firms in New York City.
- Establish rapport and trust in building long-standing relationships with Senior Executives of Commercial Businesses, High-Net Worth Individuals, and Small Business Owners
- Teach Business curriculum at Graduate and Undergraduate levels.

CORE COMPETENCIES

Relationship Management | Team Leader Lending | Retail/Commercial Business Development

BANKING / FINANCIAL SERVICES EXPERIENCE

PURSUIT (formerly NYBDC & the Excelsior Growth Fund) New York, NY - 2020 - Present

Vice President, Business Development - NYC

- Successfully manage existing portfolio and cultivated new business development
- Develop & Assist in Small Business Financing & Lending Packages

HSBC, New York, NY - 2017 - 2019

Vice President, Business Banking Team Leader-NYC

Team Leader Deposit and Credit Portfolio of Business Banking

- Successfully led, developed, maintained, and cross-sold new business/personal deposit/lending, resulting in a 30% increase in business
- Team comprised of 15 Business Banking Officers

INVESTORS BANK, Vice President, Business Lending-NYC - 2014 - 2017

Develop & Manage Deposit/Credit Portfolio - Commercial/Small Businesses & High-Net Worth

- Successfully managed existing portfolio and cultivated new business development.
- Owner-Occupied Mortgages, Lines of Credit, and Term Loans

CAPITAL ONE BANK (NORTH FORK BANK) - NYC - 2002 - 2014

Senior Vice President / Team Leader, Private Banking / Middle Market / Not-For-Profit

Team Leader \$825 million Deposit portfolio of Private Banking & Commercial Businesses.

- Successfully led, developed, maintained, and cross-sold business/personal deposit/lending for former North Fork Bank / Capital One Bank.
- Team comprised of 6 Business Development Officers and Operations Managers.

CITIBANK (ABN-AMRO/EAB), New York, NY

Vice President, Financial Center Manager

Managed largest Branch in NYC for former European American Bank / Citibank.

- Led the Branch comprised of 28 Branch Personnel to successful Branch-of-the-Year.
- Awarded Branch-of-Year 4 years for EAB/Citibank for Outstanding Sales.

CHASE BANK, New York, NY

Second Vice President, Branch Manager

Managed one of the largest Branches in Brooklyn, Queens, and Staten Island regions.

- Increased Branch Balances over \$20 million in the Greenpoint Area of Brooklyn.
- Successfully self-implemented Business Development and Meeter-Greeter programs.

MARINE MIDLAND BANK (HSBC), New York, NY

Entered the Bank's Management Associate Program.

- Promoted to Branch Manager within the first 6-months of the Program.
- Successfully Led and Developed Sales Teams for several Branches.

TEACHING EXPERIENCE

Senior Adjunct Professor

ST. FRANCIS COLLEGE, Brooklyn, NY, 1992 - Present

Teach Undergraduate-level Business Courses :

- Organization and Management
- Management Theory and Practice
- Human Resource Management

Completed Online Faculty Certification - 2021

Adjunct Professor

NEW YORK UNIVERSITY-TANDON SCHOOL, Brooklyn, NY, 2000-Present

Teach Doctoral-level / Graduate-level / doctoral-level Business & Marketing Strategy Courses :

- New Product Development
- Managing Technological Change and Innovation
- Technology Strategy

Adjunct Professor

MARYMOUNT MANHATTAN COLLEGE, New York, NY, 2011 - Present

Teach Undergraduate-level Business & Marketing Courses:

- Organizational Behavior
- The Contemporary Workplace
- Management
- Marketing
- Business and Society
- Leadership

AWARDS

- Received PAX et BONUM MEDAL for 25 Years of Dedicated Services, SFC
- Honored as "ADJUNCT PROFESSOR OF THE YEAR ", St. Francis College
- Named to the "SFC ATHLETIC HALL OF FAME ", St. Francis College

EDUCATION

• Dual Masters of Business Administration (MBA), Management and Marketing

PACE UNIVERSITY, New York, N Y

- Bachelor of Science (BS), Management

ST. FRANCIS COLLEGE, Brooklyn, N Y