

Wendy Leonelli

Experienced Relationship Manager who is assertive, possesses strong initiative, and works well independently to drive innovative and complex balance sheet loans, with a primary focus on the affordable housing industry.

Active participant in industry conferences, workshops, and community-based boards, with a passion for networking and relationship development.

PROFESSIONAL EXPERIENCE

Zions Bank

09/2010 - Present

Commercial Real Estate Loan Officer, Senior Vice President

Salt Lake City, UT

2015 - Present

Responsible for generating and servicing a \$250 million portfolio of commercial real estate loans in Utah, Idaho, and Wyoming, with an emphasis on Community Development, Affordable Housing, and Assisted Living.

Aggressively seeks and obtains quality new business through client and prospect calls, referrals, and cross selling efforts. Represents the bank in the community and respective market areas for the development and growth of new business.

Commercial Real Estate Portfolio Manager, Vice President

Salt Lake City, UT

2013 - 2015

Responsible for managing and servicing a portfolio of commercial real estate construction and term loans in the Salt Lake region in excess of \$50 million.

Responsible for spreading and analyzing financial statements, risk grading, addressing industry risks, loan structuring, credit analysis, preparing and presenting loan presentations, and monitoring individual loan performance.

Real Estate Administrative Operations Manager, Assistant Vice President

Salt Lake City, UT

2010 - 2013

Managed the flow of all commercial real estate banking and human resource/staffing operations to ensure operating schedules, processing, and procedures were met and that staff was adequately trained in all compliance regulations, web-based tools, and bank systems. Acted as the primary liaison to finance, concentration management, Salesforce, HR, compensation, and other systems and departments of the bank. Managed and participated in the development and implementation of goals, objectives, procedures, and priorities for assigned programs. Identified business needs and established solutions. Prepared reports and presentations, and coordinated research and industry analysis for the bank's Executive and Senior Management.

NAI

Brokerage Services Administrator

Salt Lake City, UT/San Antonio, TX

2009 - 2010

Trained administrative staff, drafted/edited various real estate contracts, redesigned marketing packages, established and maintained activity reports and contact databases, and invoiced closed deals.

Commerce CRG

Project Coordinator

Salt Lake City, UT

2007 - 2009

Consulted for the real estate manager of a major regional power company. Responsibilities included: researching and assessing land parcels throughout the western region of the US to determine owner's interest in buying/selling land for acquisitions and dispositions.

Michael W. Huscroft and Associates/Cornerstone Appraisal Group

Licensed Residential Real Estate Appraiser

Phoenix, AZ

2004 - 2007

Solely responsible for researching, inspecting, evaluating, and reporting objective opinions of value on residential properties throughout the Phoenix-metro area. Built-up clientele to include appraisal job requests from several counties throughout Arizona. Developed client and customer relationships resulting in increased and repeat business.

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SERVICE OPPORTUNITIES:

- 2016 – 2021 CREW Utah
 - 2017 – 2022, Board of Directors
 - 2019 Chapter President
- 2019 – 2021 Steering Committee, Zions Bank Resort Banking
- 2018 – 2021 Board of Directors, Artspace
- 2018 - 2021 Guest Lecturer, The University of Utah
- 2018 Member, Zions Bank Strategy Peer Group
- 2017 Chair, Zions Bank Women's Business Forum
- 2016 Co-chair, Zions Bank Women's Business Forum
- 2015 Communications Liaison, Zions Bank Women's Business Forum

EDUCATION AND PROFESSIONAL TRAINING

Stonier Graduate School of Banking

The Wharton School of the University of Pennsylvania, Philadelphia, PA

Bachelor of Science Degree, Sociology

Northern Arizona University, Flagstaff, AZ

Business of Banking Program

American Bankers Association, Salt Lake City, UT

Executive Development Program

Utah Bankers Association, Salt Lake City, UT

Zions Leadership Academy

Zions Bank, Salt Lake City, UT