

Michael Weichers

Experienced Leader with a history of growing businesses, establishing high achieving sales/operation teams as a “manager in the trenches”, and working strategically to achieve success. Diverse background includes Government, Banking, Mortgage Lending, & Title Insurance.

PROFICIENCIES

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|----------------------------|-------------------|--------------------|
| ❖ Process Improvement | ❖ Coach/Mentoring | ❖ Leadership |
| ❖ Strategic Bus Planning | ❖ Fundraising | ❖ Public Speaking |
| ❖ Talent/Recruiting | ❖ Sales/Ops Mgmt. | ❖ Technical Skills |
| ❖ Treasury Mgmt. Sales/Ops | ❖ Motivation | ❖ P & L/Budget |

PROFESSIONAL EXPERIENCE

CITY OF COTTONWOOD HEIGHTS, COTTONWOOD HEIGHTS, UT

City of 35,000 residents nestled between Big & Little Cottonwood Canyons

Mayor

2022-Present

- Create Council agenda and determine and lead all Legislative action items for Bi-monthly City Council meetings, including staff reports.
- City representative for new business ribbon cuttings, Canyons School District liason, and representative for all outside city held functions.
- Submit city budget of \$25MM+ to City Council for approval.
- Board member for the following organizations: UFA (United Fire Agency), CWC (Central Wasatch Commission), WFRM (Wasatch Front Regional Council), Utah Legislative Policy Committee, and the Utah Foundation.

ZIONS BANK, SLC, UT

2010 – Present

Zions Bank is a division of Zions Bancorporation, one of the nation's premier financial services companies with total assets exceeding \$85 billion.

Vice President, Senior Relationship Advisor, Treasury Management

2017 – Present

- *Sales and Marketing:* 2019 Business Card Winners Circle/Stakes Award. Cash Management specialist partnering with businesses to enhance efficiency through electronic disbursements/collections and reporting. Product Suite; Lockbox, Merchant Services, ACH, Wires, Remote Deposit, Positive Pay, SFTP file transmission, Commercial/Business Card, etc.

Tech /Product Implementations Manager, Treasury Management

2010 – 2017

- *Operations:* Managed SLA workflow agreements to assure high level client satisfaction. Managed technical support officers, product implementation officers and 1031 Exchange Operations. Direct report for 11 employees. Centralized product implementation teams and processes from 6 regions to 1 central office location. Led Lockbox reporting new product migration.

- *Customer & Product Management:* Developed and implemented strategies to improve customer retention, designed product trainings & risk, fraud prevention guidelines. Treasury Management product SME.
- *Talent Recruitment/Development:* Responsible for hiring and employee development, including coaching/mentoring. Developed extrinsic/intrinsic motivation philosophy into individual employee development plans to enhance success. Implemented cross department recruiting strategy.
- *Leadership:* Chaired the 2014 department wide Paint a Thon to paint homes for disadvantaged homeowners.

MOUNTAINSIDE TITLE INSURANCE AGENCY, SLC, UT

2006 – 2010

Wholly owned Title Insurance Agency with yearly revenues exceeding \$1.5 million.

President/CEO

- *Growth Strategy:* Created and led 20% revenue growth 4 years in a row by targeting real estate agents through title data lead generation. Opened 2nd office location (Tooele) in 2008 and increased net profit margins over 31%. Developed Trustee Sale Guarantee policy revenue through competitive lender alliances with attorneys.
- *Title/Escrow Operations:* Analyzed and cut title production searching costs 45% year over year. Created Escrow incentive plan to attract top talent. Asked to sit on state title insurance committee. Encouraged employee development by offering continuing education course reimbursement.
- *P & L Responsibility:* Maintained P & L and all Financial Statements required for state and underwriter audits. Submitted yearly Pro-forma to underwriting partners. Successful in decreasing costs and increasing revenue to maintain profitability during the 2008 Great Recession.

SPECTRUM FUNDING, SLC, UT

2002 – 2006

Wholesale Mortgage Bank operating in 11 Western States and funding \$500MM a year

Vice President Sales

- *Sales and Marketing:* Built a full-scale Sales Organization from the ground up. Managed 25 Sales Representatives throughout the Western US. Achieved 300% mortgage loan growth in an 18-month period. Increased profits by 175% in a year over year period. Traveled weekly to lending footprint to work/coach with Account Executives.
- *Credit Strategies:* Initiated bulk selling processes for mortgage-backed securities to both Fannie Mae and Freddie Mac. Led pricing committee to maximize revenue through tailored regulations and high credit quality.

EDUCATION

BRIGHAM YOUNG UNIVERSITY, Provo, UT

1988 – 1994

Bachelor of Arts/Communications

ABA School of Banking Graduate

2017

PERSONAL

- Husband, Father of 6, Grandfather of 4
- College football player (BYU)
- High School/Little League coach football/basketball
- Language Skills (Advanced): Spanish