

HAMMAD S. SIDDIQI

OBJECTIVE

Seeking a position utilizing my proven business development & management abilities, which include effective communication, client servicing and partnership development.

SUMMARY OF SKILLS

- Effective written & verbal communication
- Critical thinking & decision making
- Partner coaching & development
- Strategic sales
- Client engagement & retention
- Risk Management
- Leadership

PROFESSIONAL EXPERIENCE

November 2020 – Present

PNC Bank, CINCINNATI, OHIO

Vice President/Community Development Banking

- Lead PNC's Community Reinvestment Act responsibilities by working closely with civic leadership & nonprofit organizations across Cincinnati, Dayton & Northern Kentucky.
- Interfacing with senior leadership within current and prospective client organizations to position the value of PNC and secure mutually beneficial partnerships.
- Responsible to work with Bank branches and non-profit organizations that serve LMI customers, community development and community-based organizations
- Build strong relationships with branches who service LMI areas and/or families by educating branch managers on their role in assisting PNC in meeting our CRA goals.
- Work directly with non-profit organizations to deliver financial education to their LMI families/communities and act as a key referral source by connecting them to our Retail and Business Banking partners.
- Coordinate and administer LMI programs across the footprint, including Individual Development Accounts (IDA), PNC School Bank programs and Foundation Checking, while also providing financial education via train the trainer sessions to PNC employees and non-PNC facilitators.
- Provide CRA database support by capturing all CRA-eligible PNC employee service activities, recording activities in the CDB service database, and working with Relationship Managers (RM) to identify loans/investments that are likely to be closed/booked for entry into the CRA database.

- Manage Grant & Sponsorship requests to ensure the greatest impact in the communities we serve & additionally serving on a board of directors or committees of organizations that serves majority of Low to Moderate income clients.

July 2019 – November 2020

PNC Bank, CINCINNATI, OHIO

Vice President/Client Advisor PNC Wealth Management

- Partnering with Bank channels to identify prospective Wealth Management **clients**
- Partner with Bank Leadership in the development and execution of activities & strategies to build a consistent pipeline of qualified wealth clients.
- Consult with prospective clients to position PNC Wealth Management as the advisor of choice for the delivery of wealth management solutions.
- Work with prospective clients through a deep discovery process and articulate Wealth Management value proposition accordingly.
- Utilize existing data and other tools to analyze referrals & ensure qualifications are met prior to introduction.
- Maintain timely, accurate and complete sales administration tasks as determined by the business

December 2018 – July 2019

PNC BANK, CLEVELAND, OHIO

VICE PRESIDENT, PNC PRIVATE CLIENT EXPERIENCE

- Helping to launch PNC Bank's new Private Client program serving Mass Affluent clients via holistic & personalized financial solutions.
- Supporting senior management evolve the program by improving efficiency in processes, to better build partnerships across the Bank's lines of business.

March 2017 – December 2018

PNC BANK, CLEVELAND, OHIO

MARKET MANAGER MERCHANT SERVICES, NORTHERN OHIO/LAKE ERIE MARKET

Managed a Team of Merchant Services Account Executives across Northern Ohio & South Western Pennsylvania. Developed & coached effective sales practices & routines to create and sustain a profitable business line, while maintaining the highest levels of partner commitments.

Grew Market engagement & awareness of PNCMS solutions to both Retail & Business Banking through education & visibility, creating balanced production across Bank channels.

- **Achieved YOY growth of 22% in first year in the position**

April 2014 – March 2017

PNC BANK, CLEVELAND, OHIO

PRIVATE CLIENT GROUP TEAM LEADER, NORTHERN OHIO MARKET

Led a Team of Licensed Relationship Managers across the Northern Ohio Market, towards achieving business results with a superior customer experience. Core responsibilities included retaining & acquiring top talent & effectively managing performance in a timely & professional manner, while developing ethical sales strategies that incorporate client segments, market opportunities, competitive forces and sales force effectiveness. Ensured execution on plans that focus on deepening client relationships & elevating market share. Placed a strong emphasis on consistent coaching & talent development while managing risk and driving quality for new & existing clients. Focused on developing and leading an effective network of internal and external partnerships, characterized by consistent communication practices. Key duties also included managing multiple concurrent projects and activities while making effective judgments as to prioritizing and time allocation.

- Led the Team to being ranked in the top 3 (out of 33) Private Banking Teams in the Bank for the last 29 months
- Rated “Exceeds Expectations” by Managing Director for 2014, 2015 & 2016
- **Won the “Gallup Great Workplace Award” for 2015 & 2016** as being a Manager that creates an engaged and high performing work environment quantified by consistently above par client & employee engagement survey scores.
- **Market All Star Award 2017**, awarded to Top performers across the Bank’s footprint.
- **Circle of Excellence Award 2017**, the Bank’s highest Award for Top performance by individual line of business.

Sept 2010 – April 2014

PNC BANK, CINCINNATI, OHIO & LOUISVILLE, KY

PRIVATE CLIENT GROUP, LICENSED SENIOR RELATIONSHIP MANAGER

PLAINVIEW (Louisville, KY) & SYMMES TWP OFFICES (Cincinnati, OH)

Provided holistic & personalized financial solutions to the mass affluent segment of the Bank’s client base characterized by recommendations on personal, business and investment banking for clients within a Book of Business comprising 350 households. Key responsibilities included effective partnership with other lines of business to provide our clients with an all-encompassing and tailor made strategy towards their short and long term financial goals. Successfully networked via business, athletic, religious and government organizations to uncover & develop a strong pipeline of prospects

- Achieved top tier growth in Book of Business for each financial quarter of tenure
- Rated an “Exceeds Expectations” and “Significantly Exceeds Expectations” for each Annual Review while with the Private Client Group
- Winner of the 2011 PCG Ambassador Award for the Southern Ohio Northern Kentucky Market, as recognition of most referrals across every line of business among all Relationship Managers

May 2007 – September 2010

PNC BANK, CINCINNATI, OHIO

BRANCH MANAGER

VERNON PLACE OFFICE

Responsible for effectively managing overall sales, service and operational performance towards achieving sustained growth. Emphasis on management of employee performance through consistent observation and coaching of skill sets. Focus on ensuring compliance with all regulatory guidelines as required by law and Bank policy. Development & execution of effective and ethical sales strategies against targets. Networking with community leaders and developing effective centers of influence to grow market share and enhance visibility of the Bank’s products & services

- Recipient of PNC Banks **“Service Excellence Award”** for 2008-9
- Winner of Region’s **“Manager of the Month”** Award 7 times during tenure
- Grew a negative P & L to positive via strategic planning and execution of business plan focused on local merchants and area residents

EDUCATION

1999 - 2003 University of Cincinnati, Ohio

BA Economics/International Relations

Focus Courses: Political Economics in Europe and Asia, Political Ideologies, Probability and Statistics, Quantitative Analysis, Economics Of Developing Nations, International Economics and World Trade

- FINRA License Series 6 and 63 (previously held)