

Cambrie Wojtalewicz

Commercial banker

Profile

Employment History

Education

Links

Details

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I am a commercial banker with over 5 years of experience in the industry. I have worked with a variety of clients, from small businesses to large corporations. I have a strong understanding of banking products and services, and I am able to provide tailored solutions that meet my clients' needs. I am known for providing excellent customer service and building long-term relationships with my clients.

Commercial Banker at TCF National Bank, MN

Jun 2022 - Present

- Originated \$100 million in new commercial loans.
- Managed a portfolio of 150 commercial relationships.
- Achieved an 85% loan renewal rate.
- Reduced delinquencies by 20%.
- Generated \$1.2 million in non-interest income.
- Awarded "Banker of the Year".

Commercial Banking Associate at Wells Fargo, MN

Sep 2017 - Apr 2022

- Achieved a total loan growth of \$5 million in the first year, through new business development and maintaining strong relationships with existing clients.
 - Grew deposits by \$2.5 million within six months of starting at the bank.
 - Exceeded quarterly targets for cross-selling products to current customers, resulting in an increase in non-interest income.
 - Negotiated three commercial loans totaling \$4.2 million over four months, which improved the portfolio mix and resulted in increased profitability for the bank.
 - Managed a large caseload of 50+ active loans totaling more than \$10 million without any delinquencies or charge-offs.
 - Played a key role on special projects teams that successfully implemented new software systems and process improvements.
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Bachelor of Science in Business Administration at University of Minnesota

Sep 2012 - May 2017

Some skills I've learned are: critical thinking, problem solving, teamwork, and effective communication.

[linkedin.com/in/cambriewojtalewicz](https://www.linkedin.com/in/cambriewojtalewicz)