

John B. Sullivan

johnsulliv25@yahoo.com

<http://www.linkedin.com/pub/john-sullivan/26/679/175>

54 Bamboo Lane
Hicksville, NY 11801

Senior Credit, Collections and Portfolio Risk Manager

Senior-level Credit, Collections and Risk Management Professional seeking a challenging position wherein my experience will be fully utilized to the mutual benefit of both the Company and myself.

Core Competencies:

Highly skilled in all phases of the equipment leasing and finance space, including:

- Subject Matter Expert (SME) in the identification, assessment and mitigation of risk.
- Assessment of strengths, weaknesses and sources of repayment in equipment-secured offerings.
- Underwriting and managing (cradle-to-grave) various types of leases (finance, operating, FMV's, TRAC's) and loans/EFA's.
- Structuring transactions to limit various types of concentrations including credit, customer, geographic, industry, collateral and residual.
- Assignment and validation of obligor and facility risk ratings (PD and LGD).

Technical Proficiencies:

ACBS, InfoLease, LeasePlus, Moody's RiskAnalyst and Microsoft Office (Word, Excel, Outlook, PowerPoint).

PROFESSIONAL EXPERIENCE

Capital One Equipment Finance (COEF), Melville, NY

November 2013-June 2018

Collections Manager

Responsible for all collection activity in COEF, accomplished through a staff of seven. The COEF portfolio aggregated \$6 Billion and consisted of a broad spectrum of lease and loan receivables secured by municipal finance obligations, commercial use equipment, taxi medallions and specialty use motor vehicles.

Collections Management Highlights:

- Reviewed accounts in collections daily.
- Consistently met monthly, quarterly and yearly delinquency targets.
- Chaired formal delinquency meetings bi-weekly.
- Reported COEF results to Senior Management monthly.
- Implemented and/or refined several departmental procedures, including late charge waiver, UCC terminations, transfer of accounts to Special Assets for disposition, management of pending maturing accounts, and the validation of risk ratings (PD and LGD).
- Granted authority to waive late charges of up to \$2,500 (per borrower).
- Restructured assigned taxi medallion loans under the guidance of the Special Assets Director.

All Points Capital Corp., Melville, NY (*Specialty Vehicle lending subsidiary of Capital One, N.A.*)

Independent Contractor

May 2012-November 2013

Hired by Capital One to provide guidance to the Specialty Vehicle Lending subsidiary of the Bank.
Named Subject Matter Expert (SME) for this business segment

Highlights:

- Established acceptable risk acceptance criteria.
- Evaluated and refined the credit underwriting process.
- Refined asset maintenance and control procedures.
- Provided input vis-à-vis business development procedures.
- Implemented portfolio management controls.

Banco Santander f/k/a Sovereign Bank, Melville, NY

June 2003-October 2010

Senior Credit Officer Commercial Equipment and Vehicle Finance Division (CEVF).

As SCO, I had single signature lending authority of \$1,000,000 (1). Responsible for the credit adjudication process for the Division, accomplished through ten direct reports, including six credit professionals. CEVF's mission was to provide financing solutions to a wide array of business entities. Requests entertained included leases, loans, lines of credit and portfolio financings.

(1). Banco Santander acquired 100% of Sovereign Bank in Q4 2008. All LOB lending authorities were adjusted down to \$1,000,000. Prior to that acquisition, my single signature lending authority was \$2,500,000.

Responsibilities:

- Managed the daily flow of offerings submitted by internal Bank channels, approved vendors, dealers, distributors, other Banks and lessors.
- Managed the annual renewal process for lessors and portfolio seller/servicers.
- Coordinated the scheduling of field exams.
- Visited clients with RM's as needed.
- Collaborated with portfolio analytics in the design of several specialty vendor programs.

Credit Management Highlights:

- Successfully integrated two different credit cultures resulting in the formation and continual development of the division (2004).
- Served on the Bank's due diligence team in conjunction with its acquisition of Independence Community Bank (2005-2006).
- Formulated the department's Strategic Business Plan annually.
- Co-authored the division's Specialty Lending Policy; amended the Policy as needed.
- Recruited, hired and trained new underwriters to support the growth of the division (20% in 2007 v. 2006).
- Re-engineered lending parameters and pricing in 2008 in response to the prevailing economic slowdown.
- Established a dedicated Watch Asset Committee (WAC) for CEVF.
- Appointed substitute chairman of the Specialized Businesses Unit Credit Committee with attendant lending authority of \$10 million (2010).

Sovereign Bank, Melville, NY

December 1999-June 2003

Credit Manager Vehicle Funding Division

Single signature lending authority of up to \$2,000,000 for lessor guidance line facilities. Responsible for the daily flow of motor vehicle secured lease offerings from approved lessors through a staff of three.

- Underwrote lessor Credit Approval Memo's (CAM's) for proposed vehicle lessors.
- Completed annual renewals of said lessors.
- Presented exposures above my authority to Credit Committee.
- Coordinated regularly scheduled internal Credit audit/review.
- Cleared off lease vehicle audits.

Sovereign Bank, Melville, NY f/k/a Tilden Commercial Alliance (subsidiary of NatWest U.S.A)
February 1993-December 1999

Credit Analyst/Underwriter

- Underwrote lessor Credit Approval Memo's (CAM's) for proposed vehicle lessors.
- Completed annual renewals of approved lessors.
- Underwrote motor vehicle secured lease offerings from approved vehicle lessors.

Early Career History

Prior to 1992, held various positions in auto finance in the fields of collections, credit, sales and customer relations with GMAC, Chase Manhattan Bank, Manufacturers Hanover Trust, and Apple Bank for Savings.

Education

St. John's University, Jamaica, NY
BBA-Business Administration