

## **SAUL L. SLOMAN**

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***Award Winning Commercial Leasing Sales Executive***  
**Business Development • Commercial Banking • Leasing Sales • Medical Leasing  
Sales Management**

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### **OBJECTIVE**

Business development role within the financial services industry

### **EXPERIENCE**

#### **Enterprising Capital**

**May 2008-Present**

A national private lender

#### ***Vice President***

*Head up lower middle market general equipment leasing transactions in Georgia, Alabama, Tennessee and Florida in addition to originating deals nationally:*

- Call on manufacturers, service companies, medical and dental clinics, vendors and brokers
- Utilize outstanding calling skills, product knowledge and closing skills
- \$5.8 million in production for 2008 at 550-750 basis points over cost of funds with compensation tied to yield

#### **Sterling National Bank Leasing**

**2007-2008**

Leasing division of a boutique bank focusing on medical and manufacturing transactions

#### ***Regional Marketing Manager***

*Headed up lower middle market general equipment leasing transactions in Georgia, Alabama, Tennessee and Florida and originated deals nationally with end-users, brokers and vendors:*

- Called on manufacturers, service companies, medical and dental clinics, vendors and brokers
- Produced vendor lists by utilizing superb calling, presentation and closing skills
- Produced \$7 million in 2006, \$7.8 million in 2007 and was on track to produce \$7.9 million in 2008 at 450-650 basis points over cost of funds with compensation tied to yield

#### **Bank of the Ozarks Leasing**

**2005-2007**

Leasing division of bank focusing on construction, manufacturing and specialty truck equipment

#### ***Senior Vice President***

*Headed up general equipment leasing in Georgia, South Carolina and Florida while originating small to middle market deals nationally:*

- Called on manufacturers, service companies, physicians, hospitals and clinics in addition to vendors and brokers
- Generated leads from personal book of loyal customers in addition to utilizing outstanding prospecting, assessment and closing skills

**Bank of the Ozarks (continued)**

- Produced \$4.9 million in 2005 and \$6.2 million in 2006 at 350-500 basis points over cost of funds

**Balboa Capital**

**2003-2005**

A super broker that operates across a broad range of credits with exceptionally high rates

**Senior Account Executive**

*Headed up small to middle market leasing in Georgia, South Carolina and Florida:*

- Called on manufacturers, service companies, physicians, clinics and hospitals as well as vendors
- Generated leads from personal book of loyal customers and utilized outstanding prospecting, assessment and closing skills to produce leases over competitors' rates
- Produced \$4 million in 2003, \$4.8 million in 2004 and \$5.2 million in 2005 at 550-700 basis points over cost of funds

**Atlantic States Bank (Ironstone Bank)**

**2002-2003**

A division First Citizens Bank; leasing was limited to bank customers and customers within the bank's footprint

**Vice President**

*Headed up small to middle market leasing within the bank's footprint of Georgia and Florida:*

- Called on bankers and managed their referral business (25% of booked business)
- Generated leads by direct calling on physicians, medical clinic managers, manufacturing and service company Presidents and Chief Financial Officers (75% of booked business)
- Performed collections on delinquent leases
- Averaged .75 point higher yields over other team members, with the highest yielding leases and fees
- Produced \$4 million in 2002 and \$7.8 million in 2003 at 450 basis points over cost of funds

**M&I First National Leasing Corp**

**1997-2002**

National leasing arm of M&I Bank

**Vice President**

*Built a \$10 million territory in Georgia, Florida and South Carolina through personal prospecting focusing on middle to large ticket transactions:*

- Completed managing CN Leasing, a new captive bank leasing program in Southern California, in cooperation with City National Bank with a \$25 million program budget for 2000
- Maintained relationships with City National bankers and bank customers while calling on Presidents, Chief Financial Officers, Relationship Managers and Business Development Officers
- Ranked 2<sup>nd</sup> nationally in 2000 in net present value percentage and 4<sup>th</sup> in total net present value earned while working outside the bank's footprint
- Consistently met or exceeded quotas at 450 basis points over cost of funds

**PNC Leasing Corporation**

**1993-1997**

Leasing arm of \$88 billion national bank

**Assistant Vice President**

*Prospected and cultivated a \$10 million dollar territory from scratch in Georgia and North Florida focusing on large ticket transactions:*

**PNC Leasing (continued)**

- Ranked 1<sup>st</sup> within the leasing group by producing 162% of budget in 1996 at 350 basis points over cost of funds
- Called on Presidents and Chief Financial Officers of commercial, bank, clinic, hospital and municipal accounts
- Promoted from Leasing Officer to Assistant Vice President in 1995 based upon superior sales performance
- Accomplished entire quota for 1997 by the month of June and \$11 million by September of 1997 (when the group was dissolved)
- Dramatically exceeded quota every year

**Zep Manufacturing Company**

**1984-1993**

A leading manufacturer of industrial chemical and maintenance supplies

***Sales Representative***

*Built a base in the most competitive territory within nine years:*

- Exceeded quota consistently for nine years averaging 117%
- Received numerous MVP and QUOTABUSTER Awards
- Out of fifty-nine sales representatives, was named “Rookie of the Year” in 1985

**EDUCATION**

**Georgia State University**

**1979-1984**

Bachelors of Business Administration

Major: Marketing

**ADDITIONAL TRAINING**

- Hewlett Packard College 2008
- Seminar: *7 Habits of Successful People* 1998

**AWARDS**

PNC Bank:	#1 Producer	1995-1997
Zep:	Quotabuster and MVP	1985-1989
Zep:	Rookie of the Year	1985