

# WAYNE R. TROTMAN

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## VP / MANAGING DIRECTOR - FINANCE / BUSINESS DEVELOPMENT

**Growth Strategies / Corporate & Strategic Development / Investment Banking / Capital Markets / Operations  
Corporate, Commercial & Small Business Banking / Asset & Portfolio Management / Cash Management  
Compliance / Blockchain / FinTech / Debt & Equity Financing / Startups / Turnarounds**

Highly sought after, results-driven global financial leader who has consistently driven revenue and profit growth, turned around dysfunctional businesses and spearheaded startups to growth and success for diverse industry leaders, including **JPMorgan Chase, Merrill Lynch, Fleet Boston** and **SEPTA**. Leveraged solid finance, banking and FinTech background with experience as a member of corporate and charitable boards.

Whether successfully founding and building regional businesses, transforming local banks into regional financial institutions, managing multi-billion dollar commercial loan portfolios, building customer-focused cultures, cultivating and retaining talent or maintaining compliance, can lead and contribute to an organization's financial objectives by:

- ☐ **Implementing Fintech strategies to improve operating efficiency and access to capital**
- ☐ **Delivering strategic insight and tactical results with short-term wins and long-term benefits**
- ☐ **Aligning personnel, systems and processes to positively impact the bottom line**
- ☐ **Achieving results by taking long-term view of business goals and objectives**
- ☐ **Influencing and gaining consensus and cooperation at all levels**

Effective leader who motivates cross-functional teams to accomplish superior results. Seasoned strategist with ability to find financial and business solutions in troubled times and organizations. **BBA**, Management Science, CUNY, Bernard M. Baruch College. Negotiation and Executive Influence Leadership Series at Harvard University. **FINRA Series 24, 79, 7 and 66**. Chase Manhattan Global Capital Markets Program, Basingstoke, England.

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### SELECTED ACCOMPLISHMENTS

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**Propelled startup JPM commercial banking business to \$38M in revenues/\$11.5M profits.** Charged to create new commercial banking business in Mid-Atlantic Region. Completed market diligence, presented business case and obtained buy-in. Built s one of fastest growing regions in National Middle Market segment.

**Reversed \$3.2M JPM Group loss, boosting revenues from \$15M to \$60M and profits to \$12M.** Built strategic partnership with JPM's Financial Institutions Investment Bank. Restructured East Coast Mid-Cap Financial Institutions Group into niche investment banking advisory and capital markets business.

**Raised \$500M of Chinese and Indian capital for investment in US.** Developed and presented complex capital pitches at Homeland Security Employment Initiative in Beijing, China. Contributed to successful Capital Raise of Mezzanine Fund focused on investing in companies that met criteria for sustainable job growth in the U.S.

**Transformed Summit Bank commercial business into Middle-Market regional financial institution.** Established strategic plan that focused on effective client selection of industry winners. Upgraded talent of bankers with proven customer focus and corporate finance skills. Generated \$100M+ in annual revenues and profit of \$34M.

**Reorganized SEPTA revenue operation, significantly reducing processing costs.** Hired and developed talent with core competencies to drive efficiencies, reduce waste and improving employee morale. Automated and improved customer experience. Outsourced processes, creating economies of scale to reduce costs.

**Integrated JPM business units, strengthening brand and leveraging franchise.** Established JPM Market Leadership Team to align firm's interests with communities firm did business in. Leveraged JPMorgan Foundation to target key Regional initiatives. Increased cross-referrals ten-fold, quadrupling closed business.

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### CAREER HISTORY

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**Managing Principal**, Trotman Capital Advisors, 2015 - Present. Provided Debt and Equity Capital Placement from investors in China and India through US Citizens and Immigration Service (USCIS), EB-5 program.

**J.P. Morgan Securities Inc., Commercial Banking**, 2007-2015. **Market President, Mid-Atlantic Region** Focused on companies with annual sales of \$20M to \$500M. **Market Manager, Financial Institutions.** Coordinated investment banking coverage, corporate finance and treasury services solutions to Mid-Cap financial institutions with assets of \$50B or less on the East Coast (Maine to Florida).

**Business Financial Advisor, Vice President**, Merrill Lynch Global Private Client Group, Merrill Lynch & CO., Inc. 2003-2007. Directed Merrill Lynch Middle Market lending activities in New Jersey, Pennsylvania and Delaware.

**Earlier: EVP, Corporate and Investment Banking**, Fleet Boston Financial. **EVP**, Summit Bank. **Director**, Southeastern Pennsylvania Transportation Authority (SEPTA). **VP**, Chase Manhattan Bank, N.A.