

KATHLEEN M BAUER

701 Route 9 Suite 7

Fishkill NY 12524

845-849-7270

EMPLOYMENT:

Salisbury Bank & Trust Company (Riverside Bank Division)

Assistant Vice President/Branch Manager

January 2011 to Present

- Represent and promote the Bank at networking and community events.
- Outside business calling to develop commercial loans and deposit relationships.
- Work with existing businesses to expand relationships.
- Provide the best customer service experience to all clients.
- Work with municipal banking officer to service new and existing clients.
- Cross sell cash management, and trust services.

KeyBank N.A.

Assistant Vice President

December 2006 to December 2010

Key Center Manager/Business Banking Relationship Manager

- Opened newest Dutchess County Branch – Oakwood Commons on March 10, 2008.
- Outside business calling to develop commercial loans and deposit relationships from companies with sales revenue below \$20 million.
- Work with existing businesses to expand relationships.
- Work with business partners to sell products and services such as cash management, merchant services, private banking, and public sector.

TD BankNorth N.A.

June 2004 to December 2006

Assistant Vice President/Business Development Officer

- Outside Business Calling to develop loan and deposit relationship with companies whose sales revenue are between \$1 million to \$5 million.
- Calling area consisted of Ulster, Dutchess, Putnam, and Rockland Counties.
- Handled loan packages up to \$1.5 million: Commercial mortgages, term, line of credits, and SBA loans.
- Worked with local branch manager to establish deposit accounts.

Assistant Vice President/ Sales Manager

- Oversee the daily operations and sales development of a \$39 million branch.
- Responsible for identifying prospects and customers to call on to expand their relationship with the Bank. Cross sell Bank's products and services with referrals to commercial lending, business banking, cash management, and investments.
- Supervised a staff of 10 employees. Trained and coached employees to further develop their abilities to grow within the corporation.

M & T Bank Corp

Vice President/ Investment Representative

February 1999 to May 2004

- Provided 4 branches with investment and insurance products, sales and services to their clients.
- Train and coach branch personnel on all aspect of M & T Securities and M & T Insurance Group.

Vice President/Branch Manager/Business Development Officer

- Oversaw the daily operations and sales development of a \$65 million branch.
- Responsible for identifying prospects and customers to call on to expand their relationship with the bank.
- Company projects included co-chairing the bank's booth at the Marist Home Show, and sitting on the bank's LPC Committee. I was the Hudson Valley liaison to the Business and Professional Lending Department.
- Supervised a staff of 12. Trained motivated and monitored sales goals performance. Held weekly sales meetings and individual coaching sessions with each employee.

The Bank of New York

Assistant Vice President/Branch Manager

June 1987 to January 1999

- To oversee the daily operation of a \$29 million Branch.
- Performed outside sales calls to identify potential business clients.
- Attended the Bank's Financial Statement and Risk Analysis Course and was Chairperson of the Business and Professional Lending committee. This committee provided peer support for all branches in the Dutchess/Ulster Division.

Community Activities:

- East Fishkill Rotary Club – 1989 to Present – Positions Held – Past President, President, Secretary
- John Jay Interact Club - Rotary Liaison – 1996 to Present
- The CAPE Foundation – Treasurer – 2011 to Present
- Dutchess County Regional Chamber of Commerce – Member 2004 to Present, Golf Committee, Leadership Dutchess Mentor Class of 2018
- United Way of Dutchess County – Resource Development Committee, Allocation Committee, Corporate Development Associate, and Loaned Executive
- Abilities First Inc – Committee member for Women's Golf Outing and Gala - 2006 to 2015
- SCORE Advisory Board – Dutchess County Chapter – 2006 to 2009
- Greater Southern Dutchess Chamber of Commerce – Board of Directors January 2009 to December 2010, Leadership Dutchess Graduate
- Spaceship Discovery Science and Technology Center – Board of Director – April 2008 to May 2010.
- Big Brothers Big Sisters of Dutchess County – Treasurer September 1994 to September 1996

Education:

- Siena College - Loudonville, New York - Bachelor of Science in Finance
- Arlington High School – Poughkeepsie, New York – Regents Diploma