

JAMES J. PAGUAGA

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SENIOR VICE PRESIDENT – BUSINESS BANKER / TEAM LEADER / COMMERCIAL BANKING

- Proven Business Executive with Extensive Experience in Banking & Financial Services
- Experienced Commercial Banker/Business Business & Lender
- Business Development & Team Leader with Top Banking Firms in NYC
- Establish Rapport and Trust in Building Long-Standing Relationships with Senior Executives of Commercial Businesses, High-Net Worth Individuals, and Small Business Owners
- Teach Business Curriculum at Graduate and Undergraduate levels.

CORE COMPETENCIES

Relationship Management | Team Leader | Middle Market Lending | Business Banking & Lending | Retail & Commercial Business Development

BANKING / FINANCIAL SERVICES EXPERIENCE

CITY NATIONAL BANK (RBC) - New York, NY – 2024 – Present

Senior Vice President / Business Banker & Lender - NYC

Develop & Manage Business Banking Deposit & Credit Portfolios

- Successfully Manage Existing Portfolio and Cultivate New Business Development.
- Participation Deals, Owner-Occupied Mortgages, Lines of Credit, and Term Loans

WEBSTER BANK (STERLING NATIONAL BANK) - New York, NY - 2021 - 2024

Managing Director, Commercial Lender/Banker - NYC

Develop & Manage Commercial Banking & Middle Market Deposit & Credit Portfolios

- Successfully Manage Existing Portfolio and Cultivate New Business Development.
- Participation Deals, Owner-Occupied Mortgages, Lines of Credit, and Term Loans

PURSUIT (formerly NYBDC & the Excelsior Growth Fund) New York, NY - 2020 - 2021

Vice President, Business Development - NYC

- Successfully manage existing portfolio and cultivated new business development
- Develop & Assist in Small Business Financing & Lending Packages

CITIZENS BANK (HSBC) New York, NY - 2017 - 2019

Vice President, Business Banking Team Leader-NYC

Team Leader Deposit and Credit Portfolio of Business Banking

- Successfully led new business/personal deposit/lending - 30% increase in Market
- Team comprised of 15 Business Banking Officers

CITIZENS BANK (INVESTORS BANK) - METRO NYC – 2014 - 2017

Vice President, Business Lending

Develop & Manage Deposit/Credit Portfolio – Commercial/Small Business & High-Net Worth

- Successfully managed existing portfolio and cultivated new business development.
- Owner-Occupied Mortgages, Lines of Credit, and Term Loans

CAPITAL ONE BANK (NORTH FORK BANK) - NYC - 2002 - 2014

Senior Vice President / Team Leader, Private Banking / Middle Market / Not-For-Profit
Team Leader \$825 million Deposit portfolio of Private Banking & Commercial Businesses.
- Successfully led, developed, and cross-sold business/personal deposit/lending as a Team
- Team comprised of 6 Business Development Officers and Operations Managers.

CITIBANK (ABN-AMRO/EAB), New York, NY

Vice President, Financial Center Manager

Managed largest Branch in NYC for former European American Bank / Citibank.

- Led the Branch comprised of 28 Branch Personnel to successful Branch-of-the-Year.
- Awarded Branch-of-Year 4 years for EAB/Citibank for Outstanding Sales.

CHASE BANK, New York, NY

Second Vice President, Branch Manager

Managed one of the largest Branches in Brooklyn, Queens, and Staten Island regions.

- Increased Branch Balances over \$20 million in the Greenpoint Area of Brooklyn.
- Successfully self-implemented Business Development and Meeter-Greeter programs.

MARINE MIDLAND BANK (HSBC), New York, NY

Entered the Bank's Management Associate Program.

- Promoted to Branch Manager within the first 6-months of the Program.
- Successfully Led and Developed Sales Teams for several Branches. Branch Balances over

TEACHING EXPERIENCE

Senior Adjunct Professor

ST. FRANCIS COLLEGE, Brooklyn, NY, 1992 - Present

Teach Undergraduate-level Business Courses :

- Organization and Management
- Management Theory and Practice

Completed Online Faculty Certification – 2021-Present

Graduate Adjunct Professor

NEW YORK UNIVERSITY–TANDON SCHOOL, Brooklyn, NY, 2000-Present

Teach Doctoral-Level / Graduate-level / doctoral-level Business & Marketing Strategy Course

- New Product Development
- Managing Technological Change and Innovation
- Technology Strategy

Senior Adjunct Professor

MARYMOUNT MANHATTAN COLLEGE, New York, NY, 2011 - Present

Teach Undergraduate-Level Business Management & Marketing Courses:

- Organizational Behavior
- The Contemporary Workplace
- Management
- Marketing
- Business and Society
- Leadership

AWARDS

- Received PAX et BONUM MEDAL for 25 Years of Dedicated Services, SFC

- Honored as “ADJUNCT PROFESSOR OF THE YEAR “, St. Francis College
- Named to the “SFC ATHLETIC HALL OF FAME “, St. Francis College

EDUCATION

PACE UNIVERSITY, New York, NY

- Dual Masters of Business Administration (MBA), Management & Marketing

ST. FRANCIS COLLEGE, Brooklyn, NY

- Bachelor of Science (BS), Management