

EP / ERIC M. PRISBY

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PROFESSIONAL HIGHLIGHTS

- Over 17 years of progressive advancement in relationship sales and leadership in variety of banking industry segments.
- Over 27 years of financial experience that includes financial reporting, reconciliation, budgeting, forecasting, modeling, strategic planning and analysis. Working knowledge of Generally Accepted Accounting Principles.
- Over 19 years of servant leadership experience leading cross-functional teams toward a common goal.
- Excellent communication skills and relationship building across all levels of an organization.

WORK HISTORY

TCF BANK, Detroit, MI (formerly CHEMICAL BANK) 2019 – Present

A diversified financial services company with assets of approximately \$75 billion

Sr. Vice President – Treasury Management Sales Manager – East Region

- Highest Treasury Management Revenue team results for full-year 2020 and 2019 of \$1.1MM and \$1.5MM, respectively. 2021 year-to-date Treasury Management Revenue team results of \$550M.
- New Deposit generation for year-to-date 2021, full-year 2020 and 2019 of \$70MM, \$225MM and \$235MM, respectively.
- Successfully shepherded the sales team to a virtual sales process while maintaining revenue generation and client acquisition.
- Responsible for coaching, mentoring and motivating a team of Treasury Management professionals throughout East Michigan and Ohio utilizing cash flow analysis and value-added sales techniques.
- Responsible for individual new revenue production, expansion of existing portfolio revenue and securing new deposits.
- Authored and launched a corporate-wide Treasury Management Field Guide to provide clarity for the entire Treasury Management team, ensuring consistent sales, onboarding and implementation processes throughout the entire footprint.

HUNTINGTON BANK, Columbus, OH 2007 – 2019

(formerly FIRSTMERIT BANK, formerly CITIZENS BANK)

A diversified financial services company with assets of approximately \$109 billion

Sr. Vice President – TM Advisor – Large Corporate (2018 – 2019)

Sr. Vice President – Business Banking Sr. Relationship Manager (2017 – 2018)

Sr. Vice President – TM Advisor – Middle Market (2016 – 2017)

Sr. Vice President – Treasury Management Team Leader (2012 – 2016)

Vice President – Director of Treasury Management (2011 – 2012)

Vice President – Treasury Management Sales Officer (2007 – 2011)

Assistant Vice President – Treasury Management Sales Officer (2005 – 2007)

- Managed a diverse portfolio of clients generating Treasury Management revenue in excess of \$6MM annually. Prior to acquisition, managed a Treasury Management business segment generating annual revenue in excess of \$12MM.
- Created and implemented a corporate-wide program to systematically review client portfolios resulting in increased revenue, additional cross-sell opportunities and deeper client penetration.
- Authored and launched a statewide Operating Model to ensure consistent sales delivery methodology and process for the entire Michigan market.
- Led, coached and mentored a team of Treasury Management professionals throughout the state of Michigan. Prior to acquisition, throughout Michigan, Wisconsin and Ohio.

CERTIFICATIONS

Certified Public Accountant – Registered Status (1999 – Current)

Association for Financial Professionals Certified Treasury Professional (2007 – Current)

Michigan School Business Officials CFO Certification (anticipated 2022)

Healthcare Financial Management Association Certified Revenue Cycle Representative (2018 – 2020)

American Bankers Association Certificate in Commercial Lending (2014)

EDUCATION

WAYNE STATE UNIVERSITY

Detroit, MI

Bachelor of Science:
Accounting (1993)

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WORK HISTORY (continued)

CONVENTIONAL CARPET, Sterling Heights, MI 2000 – 2005
(formerly SHAW INDUSTRIES)

Controller/CFO

- Responsible for all aspects of financial reporting and analysis for local division, including strategic long-range planning with local President.
- Championed the research, evaluation and implementation of a new accounting and project costing system resulting in increased efficiencies and more accurate job costing.
- Successfully managed all cash flow and liquidity needs and maintained banking relationships.
- Achieved a significant reduction in Accounts Receivable through various collection methods.

COOPERSTANDARD AUTOMOTIVE, Auburn Hills, MI 1999 – 2000

Accounting Manager

- Responsible for overall General Ledger management, reporting and forecasting, through financial statement preparation.
- Performed a variety of financial analysis and ad hoc business forecasting.

BORG WARNER AUTOMOTIVE, Warren, MI 1997 – 1999

Accountant

- Responsible for a variety of financial reporting and analysis to senior management.
- Performed Balance Sheet reconciliation and Return on Investment analysis for capital expenditures.

PRICEWATERHOUSECOOPERS, LLC, Detroit, MI 1993 – 1997

Senior Accountant

- Responsible for planning and performing audits and financial statement preparation for manufacturing, retail, governmental and nonprofit clients.
- Counseled clients in various industries on implementing financial management and controls.
- Performed financial analysis for various clients on business acquisition and divestitures.

AFFILIATIONS

Graduate – Leadership
Macomb XIX

Member – Michigan
Association of CPAs

Member – Association for
Financial Professionals

Member – Detroit Treasury
Management Association

Member – Financial Task
Force Immanuel Lutheran
Church and School

Board Member – Michigan
Church Extension Fund Board
of Trustees

Board Member – Lutheran
Education Foundation

TECHNICAL COMPETENCIES

Expert – Microsoft Excel,
Word and PowerPoint

Accounting, Financial Analysis
and Reconciliation

Forecasting, Budgeting,
Modeling and Strategic
Planning

Leadership, Coaching and
Sales Execution