

MAYOR LEE BRAND

NOTIFICATION OF APPOINTMENT BY MAYOR

TO BOARD OR COMMISSION

TO: THROUGH: BY: X	City Council Yvonne Spence, City Clerk Lee Brand, Mayor Reappointment New Appointment Name of person replaced: Cary Catalano	CITY CLERK, FRESNO CA	2017 JUL 10 PM 1 23	RECEIVED
Name:	Raj K. Sodhi-Layne			
Address:				

Home Phone: Business Phone: Appointed to: Planning Commission

Term:

Through 6/30/2020

City Council Agenda 7/20/17

Fresno City Hall • 2600 Fresno Street • Fresno, California 93721-3600 (559) 621-8000 • FAX (559) 621-7990 • www.fresno.gov



APPLICATION FOR APPOINTMENT TO BOARD OR COMMISSION

Resume or letters of recommendation may be attached.

Applicants may be required to live within the Fresno City	limits. I reside in Council District No6
Name: Raj K. Sodhi - Layne Hn	n. Phone: Wk. Phone:
Home Address:	Zip: 93730
Work Address: California Bank & Trust,	Zip:93720
E-Mail:Occupation/Employer: Vice	President – Branch Manager Yrs Months 9
Educational Background, Schools Attended, Degrees and Certification	ons:
Degree in Organizational Leadership, Fresno Pacific University	
Professional and Community Affiliations: Sikh Women's Organizat	ion;
For what Board or Commission are you applying? Planning Commi Briefly explain why you are interested in serving on this Board(s) or I am looking forward to being involved in the direction of the City a my family.	Commission(s):
Provide 3 Personal/Professional References. Provide name, address, Mr. Scott West, Ms. Joetta Winter, Mr. David Stepp,	and phone number where they may be reached during the day.
Do you or an immediate family member have any professional o interest for this board, commission or similar body? No	
I declare under penalty of perjury the above information is true and o	correct.

Dated: _____ Applicant: _____

Return completed, signed application to the City Clerk's Office, 2600 Fresno Street, Room 2133, Fresno, CA 93721-3603 or FAX to (559) 488-1005. Your application will be kept on file for two years, please re-file after that time if you are still interested in serving.

FOR OFFICE USE ONLY: Date referred to Mayor _____ Date referred to Councilmember ____

RAJ K. SODHI-LAYNE, CTP

Profile: Experienced and results-driven commercial banking professional with a consistent record of contribution to corporate profitability. Highly motivated and capable of directing marketing and sales in a highly competitive environment. Recognized for uncommon relationship building skills with clients and Bank associates. Strong belief in giving back to our community through service. I have the passion and persistence to continually learn and grow.

PROFESSIONAL EXPERIENCE

CALIFORNIA BANK & TRUST, Fresno, CA	2016 -Present	
Vice President/Branch Manager		
BANK OF TOKYO - MITSUBISHI, UFJ, SINGAPORE, (Parent of Union B	Bank) 2013	
Manager, Transaction Banking		
UNION BANK, Fresno, CA		
Vice President/Treasury Relationship Manger	2008 - 2016	
Vice President/Priority Banking Manager	2006 - 2007	
Vice President/Branch Manager	2003 - 2006	
Assistant Vice President/Small Business Development Officer	2002 - 2003	
WELLS FARGO BANK, Fresno, CA	2000 - 2001	
Premier Banking Officer		
COUNTRYWIDE HOME LOANS, Fresno, CA	1999 - 2000	
Construction Loan Officer		
BANK OF AMERICA, Fresno, CA	1997 - 1999	
Residential Loan Officer		
GLENDALE FEDERAL BANK	1984 - 1997	

PROFESSIONAL SKILLS & ACCOMPLISHMENTS

- Selected from over 60 candidates to participate in the Bank's Global Rotation Program, assigned to the Transaction Banking Department of Bank of Tokyo Mitsubishi, (Union Bank's parent company) in Singapore.
- Worked with Japanese corporate clients with needs of FX, trade finance solutions, corporate advisory, domestic, cross-border pooling and daily settlement in multiple currencies.
- Extensive sales and relationship management experience with a current portfolio which consists of both corporate and middle market clients.
- Consistently exceed annual deposit and fee income goals; (176% of deposit goal and 200% of fee income).
- Team player in referring clients to bank partners resulting in 125% of referral fee income goal.
- Fresno Priority achieved 301% of small business loan goal, 104% consumer loan goal, 217% deposit accounts' goal and 109% of investment fee income goal.
- Completely turned around a large, non-performing branch from number 103, (out of 114) to 5th in the Northern California Region; number one branch in the Central Valley.

MANAGEMENT/EMPLOYEE DEVELOPMENT

- Developed excellent collaborative relationships with brokerage and business associates.
- Interviewed, hired and trained eight new employees within a 90 day period for new extended branch hours.
- Recognized for extensive community service by Wells Fargo with their "Community Connections" award.
- Created exemplary branch team through personal attention to building relationships; team was recognized for excellence system wide for its achievements.
- Coordinated regular meetings with staff and business partners to review branch focus, performance and production results.
- Cross trained and developed staff well beyond scope of typical job descriptions.

PROFESSIONAL/COMMUNITY INVOLVEMENT

Leadership Fresno, Class 33; Fresno Chamber of Commerce

Vice President, Sikh Women's Organization of Central California

Association for Financial Professionals, (AFP)

Boys & Girls Clubs of Fresno County Former Board of Directors Member

> East Fresno Rotary Club Past – President

Fresno County Women in Chambers Mother of the Year Committee

EDUCATION/TRAINING

Certified Treasury Professional-CTP BA Degree – Organizational Leadership Fresno Pacific University

Bank training courses included:

Common Sense Selling Working Capital Management Coaching your Sales Staff Advanced Leadership Training Franchise Management

Fluent in Indian (Punjabi)