



MAYOR LEE BRAND

**NOTIFICATION OF APPOINTMENT BY MAYOR
TO BOARD OR COMMISSION**

TO: City Council
THROUGH: Yvonne Spence, City Clerk
BY: Lee Brand, Mayor

____ Reappointment
X New Appointment

Name of person replaced: Cary Catalano

Name: Raj K. Sodhi-Layne

Address:

Home Phone:

Business Phone:

Appointed to: Planning Commission

Term: Through 6/30/2020

CITY CLERK, FRESNO CA

2017 JUL 10 PM 1 23

RECEIVED

City Council Agenda 7/20/17

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 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)