

ROBERT J. LOUK

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purpose Desire to teach or instruct graduate or undergraduate courses in the fields of Corporate Finance, Financial Statement Analysis and /or Introductory Accounting.

- experience** **BANK OF AMERICA** **LOS ANGELES, CA**
12/05 – present *Senior Vice President & Senior Client Manager – Commercial Banking*
- Sourced 20 new relationships over the last four years by managing a team of colleagues who structured new senior credit facilities and/or closed mandates for non-credit services.
 - Mentor a team of Client Management Associates and Junior Underwriters regarding the Commercial Bank’s underwriting criteria and marketing philosophy.
 - Tripled annual revenue growth over the last five years with a portfolio of upper middle market companies by contributing over \$16.0 million of incremental revenues.
 - Source Capital Raising and Mergers & Acquisitions mandates on behalf of *Banc of America Securities LLC*; also facilitated the closing of several large interest-rate derivatives contracts.
 - Industry verticals include Government Contracting and Aerospace & Defense.
 - Series 7 licensed and a dual employee of *Banc of America Securities LLC*.
 - Recipient of 2009 “Top Gun” Award for Pacific Southwest Commercial Banking.
- 3/04 – 12/05 **WELLS FARGO BANK** **WEST COVINA, CA**
Vice President & Senior Relationship Manager – Commercial Banking
- Sourced new relationships by structuring senior credit facilities and marketing non-credit products and services to middle market companies located in the San Gabriel Valley.
 - Managed a \$300+ million credit portfolio that included a concentration of larger clients in the Engineering & Construction space and several Bank lead syndicated credit facilities.
 - Cross-sold non-credit products and services including Purchase Card, Retirement Solutions, Foreign Exchange, Derivatives and Investment Management services.
- 2/00 – 3/04 **CITY NATIONAL BANK** **BEVERLY HILLS, CA**
Vice President & Senior Specialty Lending Manager – Structured Finance
- Managed the underwriting, negotiation and documentation of complex and leveraged middle-market transactions with the Bank’s various line groups in the State of California.
 - Arranged and structured the syndication of bank-led transactions and “club” transactions with other institutions; targeted companies have \$50 to \$500 million of revenues.
 - Managed a reducing portfolio of credits; actions included the negotiation and sell-down of assets in the secondary market.
- Vice President & Regional Manager – Technology Group* **SHERMAN OAKS, CA**
- Assembled and managed a start-up unit that targets early-stage & middle-market Technology and Biotechnology companies that are based in Los Angeles & Ventura counties.
 - Sourced and structured new credits including Asset Based Lines, working capital revolvers, and equipment financing with prospects and clients; structure included warrants.

- 12/93 – 2/00 **THE BANK OF NEW YORK** **LOS ANGELES, CA**
Vice President - Corporate Banking
- Bank's relationship manager for the Pacific Northwest and Colorado territories.
 - Sourced and structured syndicated credits as the Agent Bank, high-yield transactions and other credit opportunities with prospects and existing customers;
 - Managed a \$900 million credit portfolio of large corporate entities.
 - Marketed Bank's Capital Markets services including debt-underwriting capabilities.
- 6/90 - 12/93 **THE MITSUI TRUST & BANKING CO., LTD.** **LOS ANGELES, CA**
Vice President - U.S. Corporate Finance and Project Finance
- Generated and managed a \$400 million corporate and project finance credit portfolio.
 - Closed six project financings including independent power and petrochemical facilities.
- 8/88 - 6/90 **SECURITY PACIFIC NATIONAL BANK** **SAN FRANCISCO, CA**
Real Estate Account Associate
- Managed a \$150 million credit portfolio for the bank's Real Estate Industries Group.
 - Developed and underwrote new credit transactions with other team members.
- 6/87 - 8/88 **WELLS FARGO BANK** **NEWPORT BEACH, CA**
Commercial Loan Officer **& SAN FRANCISCO, CA**
- Managed a \$125 million credit portfolio of California based corporations.
 - Completed an eight-month intensive credit training program.
- education:** **AACSB** **IRVINE, CA**
PQ Bridge Program Graduate January 2011
- Attended a week-long program designed to educate pre-screened and approved professionally qualified candidates on the academic inner workings of the undergraduate and graduate business schools.
- CORNELL UNIVERSITY** **ITHACA, NY**
JOHNSON GRADUATE SCHOOL OF MANAGEMENT
Master of Business Administration (MBA) Degree May 1987; Concentration: Corporate Finance
1986 Summer Internship - **Pacific Telesis Group** as a Financial Analyst in San Francisco, CA.
- UNIVERSITY OF CALIFORNIA** **LOS ANGELES, CA**
B.A., Economics June 1983
U.C.L.A. Speech Team; U.C.L.A. Debate Team (1981-82 National Champions)
- other**
experience:
- 11/83 - 8/85 **DUN & BRADSTREET, INC.** **MONTEREY PARK, CA**
Financial Analyst
- Researched and reported on financial and historical aspects of business entities.
 - Recipient of Dun & Bradstreet's 1984 Business Analyst of the Year Award.