

DAVID MARTINEZ

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PROFESSIONAL EXPERIENCE

WELLS FARGO BANK, N.A. – MINNEAPOLIS, MINNESOTA □ □ □ □ □ □ □ □ □ □ 1/2002 -

PRESENT

□ Implementation Manager, CSSO Enterprise Payment Operations

- Successfully tested and implemented numerous Image Exchange relationships with financial institutions and aggregators as part of Wells Fargo's ramp-up of Image Exchange.

Key Accomplishments:

- Nominated for CSSO's Diversity Champion Award in Q3 2008 as a result of my unwavering commitment to diversity initiatives both at Wells Fargo and in the community.
- Assisted in the positioning of Wells Fargo as an ECCHO Sponsoring Organization. Researched and presented the opportunity to the division's EVP and received full support – a real win for the Image Relationship Management team and Wells Fargo.

WELLS FARGO BANK, N.A. – MINNESOTA / ARIZONA

□ Management Trainee, CSSO Leadership Development Program Associate (2007 to 2008)

- Successfully completed a year-long developmental rotation through Retail Banking and CSSO's Phone Bank & Operations business lines while successfully leading various projects.

Key Accomplishments:

- Nominated for CSSO's Diversity Champion Award in Q3 2007 as a result of my unwavering commitment to diversity initiatives both at Wells Fargo and in the community.
- Project Manager for the Phone Bank's Recruitment Video.

WELLS FARGO HOME MORTGAGE – MINNESOTA / WISCONSIN / VIRGINIA

Mortgage Loan Specialist, Retail (2005 to 2006)

Proven track record as a key contributor to the success of various teams including Bond and New Construction. Selected as a Home Team Specialist with increased responsibilities including: processing, underwriting, and closing mortgage loans for Wells Fargo Team Members.

Key Accomplishments:

- " □ Recognized for outstanding service to clients and business partners through six Service Excellence and Best Shot nominations.
- " □ Selected to the leadership team that would substitute for our Grand Junction, CO team members during their week-long service excellence conference.

Mortgage Loan Specialist, Wholesale (2002 to 2004)

Established and maintained strong relationships with mortgage brokers to continually drive revenue growth.

Key Accomplishments:

- " □ Increased average monthly funded volume from \$300K to \$3MM.
- " □ Managed over sixty private brokerage accounts through in-person and over-the-phone consultations.
- " □ Achieved funding volumes which exceeded all previous statistics at the McLean, VA branch.