

Rolandas T. Byrd

Education

BB&T Banking School @ Wake Forest, Wilson-Salem, NC

- Banking School Certification, July 2010
- Emphasis: **Banking Industry**

University of Kentucky, Lexington, KY

- Bachelor of Arts, Business Administration, May 2004
- Emphasis: **Economics**

Experience

Director of Community and Multicultural Banking/Senior Vice President, Republic Bank and Trust, Louisville, KY October 2022-Present

- Develop and implement specific strategies for lending and investment to nonprofits and minority owned companies through direct commercial lending.
- Broaden community and economic development partnerships throughout the bank footprint.
- Team supervisory responsibilities include talent development, performance reviews, expense report approvals and other people leader activities.
- Identify commercial loan opportunities with new and existing clients and actively develops solutions to meet their loan needs.

Senior Commercial Relationship Manager/Vice President, Eclipse Bank, Louisville, KY June 2021-October 2022

- Develop and service middle market C&I/CRE relationships with revenue between \$2MM-\$50MM.
- Maintain compliance with loan policy, procedures, and documentation, including loan package preparation, while properly structuring, underwriting, and pricing.
- Work with team members and senior management to assist with administration and management of larger relationships and commercial credits
- Serve as a mentor and provide guidance to the commercial and retail teams

Commercial Relationship Manager and Community Enrichment Officer/Vice President, Paducah Bank, Louisville, KY March 2019-June 2021

- Develop and service middle market C&I/CRE relationships with revenues between \$2MM and \$50MM
- Maintain compliance with loan policy, procedures, and documentation, including loan package preparation, while properly structuring, underwriting, and pricing.
- Collaborate with community and business leaders to deliver holistic solutions which address the community's most important needs.
- Participate regularly in outside community organizations and events to increase the Bank's local presence and brand.
- 2021: 127% production to year-end loan goal by June 1st

Business Banking RM and Small Business Community

Lender/Vice President, Fifth Third Bank, Louisville, KY March 2015-March 2019

- Manage a portfolio of 70+ companies and acquire new relationships to the bank focusing on prospects with sales revenue of \$2-20MM
- Focus on non-for-profit companies and companies that operate in designated LMI (Low to Moderate Income) areas
- Build relationships and bridge the gap between community leaders and Fifth Third Bank
- 2017: 198% production to loan goal 2018: 220% production to loan goal
- 2017: 115% revenue to goal 2018: 121% revenue to goal

- 2017: No. 1 in Tennessee/KY region in (SFE) Sales Force Effectiveness 2018:
No. 2 in Tennessee/KY region in (SFE) Sales Force Effectiveness

Cluster Market Leader IV/Vice President, BB&T, Louisville, KY, April 2006-March 2015

- Responsible for consumer and business loan performance within the financial center cluster group pertaining to growth, profitability, and quality.
- Provide leadership and coaching to all members of the sales teams to ensure maximum performance and attainment of personal goals and improvement plans.
- Work closely with the Branch Team Leaders for optimal staffing of their branch team to include hiring, goal setting, performance reviews, salary reviews and promotional transfers.
- BB&T Best of the Best Award (Top 5% in production across footprint)
- Sterling Performer, No. 1 production in sales for KY region

Sales Office Manager, Fifth Third, Lexington, KY, August 2005-April 2006
(Management Development Program)

- Six-month program that equips participants with foundational knowledge and skills as they experience multiple roles within banking segmentations
- Training and supervising branch personnel. conduct interviews, evaluations and recommend hiring for the branch.
- Work closely with the branch manager in implementing procedural and policy changes and communicating those changes to all branch personnel.
- Supervise daily branch operations including client service functions such as deposits, withdrawals, loan payments, and opening new accounts while promoting cross selling of bank services.

*Awards
and
Activities*

Leadership Kentucky "Class of 2020"
Business First "20 People to know in Banking" 2020 List
Kentucky Colonel, Commissioned by Governor Matt Bevin 2016
Business First Forty Under 40 2016 Honoree
YMCA Black Achievers Award 2007
Board of Directors, American Cancer Society
Board of Directors, Ky Opera
Board of Directors, Wellspring Mental Health
Board of Directors, Louisville Independent Business Alliance
Local Advisory Committee, LISC Louisville
Community Engagement Advisory Board, University of Louisville