Brian Fulk, MBA

Video Intro

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GLOBAL EXECUTIVE

Executive Management / Business & Economic Development / Relationship Manager

Results-focused, versatile and creative leader with extensive international business and economic development, finance and marketing experience. Meets commitments and goals. Known as a "Deal-Maker" and "Problem-Solver"

-Global Sales and Marketing
-Presentation/Public Speaking/Networking
-Structured Trade Finance
-Asset Recovery
-Trade Credit Insurance Expert
-New Business & Economic Development
-Industrial Revenue Bonds
-Asset-Based Finance
-Complex Problem Solving/Modeling
-Credit Restructuring

PROFESSIONAL EXPERIENCE

FIMBANK PLC
Head of Risk Mitigation and Asset Recovery **2017- St. Julian's, Malta**

Responsible for FIMBank Group's credit-related risk mitigation activities and managed the NPA Portfolio.

- Evaluated and negotiated insurance contracts.
- Established operating procedures for new risk-mitigated credits.
- Filed insurance claims with supporting evidence.
- Organized efforts surrounding the recovery of defaulted loans.
- Recovered assets, negotiated settlement agreements, restructured loans, initiated legal actions as required.

GREATER RICHMOND PARTNERSHIP, INC. (A regional non-profit Economic Development Organization)
Senior Vice President, Business Development **2015-2017 Richmond, VA**

Responsible for the region's Business Attraction and Marketing activities.

- Managed a team of Economic Development Officers responsible for a 400+ portfolio of domestic and international prospects.
- Led or assisted with 15+ companies that selected our region as a new operating presence, resulting in significant additional employment and new outside investment.
- Met annual goals with regard to new projects added, and new prospect site visits to our region. In fiscal 2017, nearly 60 foreign and domestic prospect companies visited and evaluated our region.
- As a hands-on Manager, personally led numerous successful domestic and international marketing missions, to include Brazil, China, Italy, Netherlands, and the United Kingdom.

WELLS FARGO BANK, N.A.
Head of Sales and Portfolio Strategy - Europe, Russia, the Middle East and Africa **2009-2015 London, UK**

Developed annual strategic plans and tactical strategies for the region. Charged with originating and closing credit transactions while providing Deal Team Leader expertise for a growing $4 billion credit portfolio.

- Using Salesforce.com as a CRM platform, monitored over 300 foreign-based clients for opportunities.
- Determined appropriate risk tolerance levels, and selected products and clients to target.
- Consistently exceeded annual aggressive sales growth targets, annually closing over 25 bi-lateral, club and syndicated loans.

Head of Structured Trade Finance **2001-2009 Richmond, VA**

Galvanized the Structured Trade and Eximbank/OPIC finance function with the creation of a trading platform.

- Grew revenue and profits by more than 30% per year, with full P & L accountability.
- Assisted several large US-based exporters by structuring a proprietary Secured Receivables Financing Structure, adding over $5 million to my employer's net profits.

Executive Director & Board Member, Banco Wachovia, S.A. **1997-2001 Sao Paulo, Brazil**

Involved in all bank subsidiary matters, with direct responsibility for new corporate business development.

- Changed the strategic focus of this Brazil-based bank subsidiary, moving from a retail to a wholesale focus.
- Promoted our home states as locations for Brazil-based corporations to expand, both in terms of export sales and direct investment in new US-based operating facilities.
- Led a team that annually added over 30 new Brazil and overseas corporate account relationships with a 95% retention rate.

OTHER RELEVANT EXPERIENCE

WACHOVIA BANK, N.A.

Head of Latin America **Atlanta, GA**

Provided funding solutions to corporations and financial institutions in Latin America.

- Tripled the credit portfolio.
- Traveled frequently within the region as the senior client facing officer.

Territory Manager-USA **Atlanta, GA**

As hands-on relationship manager and customer-facing senior officer, led a matrix-based team of professionals marketing credit, cash management, investment, and trust services to foreign-owned subsidiaries throughout the United States.

- Provided customized integrated solutions for clients, requiring close coordination with overseas-based officers.
- Grew a nine-figure credit portfolio by 20% annually.

Chief Representative and Territory Manager-Western Europe **London, UK & Zurich, Switzerland**

Managed the representative office and staff. Responsible for the business development of over 200 European-based parent companies of targeted US prospects and clients.

- Reported directly to the Head of Industrial Development, promoting foreign direct US investments.
- As a successful sales officer, grew the European credit portfolio by over $300 million during the first year.
- Marketed a full range of credit, capital markets, and cash management services.
- Provided senior management with comprehensive written credit and country credit reviews.

Economic Development Officer **Winston-Salem, NC**

Reporting to the International Head of Industrial Development, over a three-year period, promoted our home states as an ideal location. Negotiated and closed several Industrial Revenue Bonds. Became the international banking officer assigned to newly arrived foreign companies.

International Credit Officer **Winston-Salem, NC**

Reported to the Head of International Loan Administration. Reviewed and approved credit requests. Responsible for presenting loan approval packages to the bank's Executive Credit Committee.

EDUCATION

Master of Business Administration (MBA): Wake Forest University, Babcock Graduate School of Management.
Bachelor of Arts, Economics (International Finance, Marketing, Accounting): Guilford College.

PROFESSIONAL DEVELOPMENT

- Oklahoma University EDI. **CEcd** designation training currently in progress (expected 2019).
- US EXIMBANK. Obtained "**Delegated Authority"** designation for Wells Fargo.
- Miller Heiman, Inc. **Certified Client Associate** qualified to train employees in Strategic and Conceptual Selling methods (one of only five trained in this capacity at Wells Fargo).
- Globecom Group, Ltd. Completed **CFO Training** emphasizing corporate taxation, capital budgeting, corporate restructuring, mergers, acquisitions and divestitures.
- **CPA Exam Preparation** completed.

CURRENT AND PREVIOUS ASSOCIATIONS/CERTIFICATIONS

7x24 Exchange, Virginia Economic Developers Association (VEDA), International Economic Development Council (IEDC), Bankers Association for Foreign Trade (BAFT)-Trade Finance Committee, Sons of the Revolution in the Commonwealth of Virginia, FINRA Series 7 and 63, Certified Commodities Trading Advisor (CTA).

COMMUNITY INVOLVEMENT

Richmond Public Schools Superintendent's Business Advisory Council, Habitat for Humanity, Hilliard House, Benedictine Robotics Club, and Rotary Club International (as frequent speaker- Atlanta).