

Justin T. Tate, Sr.
9100 Baytowne Wharf Blvd, Unit #557, Miramar Beach, FL 32550
850.461.2519 – jtylertate@gmail.com

Qualifications Profile

- Performance driven, insightful **Executive Finance Professional** with proven success in investment banking/capital markets, commercial credit, financial analysis and commodity trading.
 - Possess excellent interpersonal, analytical, presentation and organizational skills.
 - An effective manager with the skills necessary to direct, train, and motivate staff to its fullest potential.
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BBVA Compass, Northwest FL *July 2016 – May 2018*

Vice President Corporate Middle-Market

- Market Leader and key consultant within Okaloosa, Walton & Bay Counties that developed and implemented strategic and tactical plans to sell a full range of services to clients and prospects while overseeing key client relationships.
- Originated taxable & tax-exempt financings for Middle Market segment which services clients with revenues of \$20 - \$500MM while maintaining extensive knowledge of complex and innovative credit policies.

Highlights:

- **Grew portfolio more than \$37MM (+21% YOY) in new tax-exempt financings and \$24MM in new deposits (Bay County Sports Complex & successful automotive dealership acquisition).**

Professional Experience

Regions Financial, FL Panhandle *August 2010 - July 2016*

Vice President Private Wealth / Capital Markets

- Collaborate with Portfolio Management Group (PMG) & Asset Allocation Committee to build well diversified portfolios of high quality, traded securities.
- Conduct in-depth research of financial, operating and/or economic data then analyze, interpret and report findings.
- Fundamental analysis: financial statements, product profitability, industry and lending trends.
- Focused on relationship-building, partnering with specialists/resources, leveraging the franchise to design sophisticated financial solutions for clients.
- Counsel high net-worth individuals (\$5MM+) and institutional clients (\$50MM+) with regard to investment opportunities, risk analysis, and monetary returns.
- Participate in community events to position the bank as a leader within the territory.

Highlights:

- **Generated more than \$307,000 (+12.7% YOY) in new investment revenue and \$210,000 in new non-interest**

revenue. (Period 2015)

- **Lead banker for combined book value of \$295MM including Trust/Managed Money and Commercial Credit (generating roughly \$2.3MM+ in annual recurring revenue)**

BP, Mobile, AL/Houston, TX *12/2008 - 08/2010*

Physical Natural Gas Trader/Analyst

- Physical natural gas trader for North American Gas & Power's (NAGP) Gulf Coast South East natural gas pipeline grid.
- In addition to trading and nominating I performed daily statistical analysis and reconciliation of any and all financial and physical natural gas trades for Florida Gas Transmission, Peoples Gas (TECO), Mobile Gas and Gulfstream pipelines.
- Financially hedged spot and futures positions using various derivatives and strategies.
- Served as lead team member of BP's NAGP Business Continuity Plan (BCP) aimed at safely evacuating a team of traders and executives to Gastonia, NC to ensure business operates efficiently during Hurricanes and inter-office Pandemic issues.

Highlights:

- **Aided in the origination of NAGP's largest financial, long term Municipal contract to date, yielding \$20MM+ in recurring annual revenue.**

A.G. Edwards & Sons, Shalimar, FL *10/2005 -*

12/2008

Stock Broker

- Collaborated with clients to assess individual financial situations and develop strategic financial planning solutions.
- Originated and oversaw securities transactions, funds/wire transfers, margin accounts and options trades.
- Consistently maintained 100% or better of established productions goals with \$19.2MM of assets under management.

Education	Graduate School of Banking <i>June</i> <i>2017</i> <i>Louisiana State University, Baton Rouge, LA</i>
	Chartered Financial Analyst (CFA) Level I <i>June</i> <i>2014</i> <i>CFA Institute, New York, NY</i>
	B.A. in Communications/Marketing <i>August</i> <i>2005</i> <i>University of West Florida, Pensacola, FL</i>

Accomplishments/

Certifications

Executive Committee – Early Learning Coalition of Okaloosa County – 2017-2018
Chairman – Community Foundation of Northwest Florida – 2017-2018
Vice Chairman – Community Foundation of Northwest Florida – 2016-2017
Secretary – Community Foundation of Northwest Florida – 2014-2015
Investor Level Board Trustee – Bay County EDA – 2016-2018
Investor Level Board Trustee – Okaloosa/Walton EDC – 2015-2018
Honorary Squadron Commander – 85th TES, Eglin AFB – 2014
Honorary Squadron Commander – 605th TES, Hurlburt Field – 2013
Competent Leader – Toastmaster’s International
FINRA Series 6, 7 & 66 Licensed

Tate, Justin

8504612519 jtylertate@gmail.com

Application		Comments
Status:	New	There are no items in this section.
Country:	United States	Correspondence
Attachments to be included in all Job Submissions:	Submission Attachments 0 attached	01/17/2019 People First Action: Email
Attachments Added After Submission	Submission Attachments 0 attached	Thank You for Your Interest in Job COMMISSIONER OF...
Vacancy Source:	Job Seeker Website	Offer Letter
Relatives: To your knowledge, do you have any relatives working in this agency?	No	There are no items in this section.
Gender:	Male	Application Status Audit Trail
Race (Check only one):	White	01/17/2019 People First New
Ethnicity (Check only one):	Not Hispanic or Latino	Tags
Date of Birth:	06/20/1983	There are no items in this section.
Right To First Interview	Not Applicable	More Information
	If you responded yes to the above statement, attach a copy of your official layoff letter when applying for this vacancy.	Alternate Phone Number: 8504612519
Veteran Status	None of the Above	*Mailing Address : 9100 Baytowne Wharf Blvd Unit #557
ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING?	No	*City Miramar Beach
HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING?	No	*State: Florida
People First Initial VP Review	No Selection	*ZIP Code: 32550
People First Eligible VP Category (if different)	No Selection	*Country United States
Agency Final VP Eligibility Review	No Selection	*Exemption from public record: Are you a current or former law enforcement officer, other covered employee** or the spouse or child of one, whose information is exempt from public records disclosure under Section 119.071(4)(d), Florida Statutes (F.S)? No
Agency Final VP Category Determination	No Selection	*Citizenship: The State of Florida hires only U.S. citizens and lawfully authorized alien workers. You will be required to provide Yes

Background Information

A "yes" answer to these questions will not automatically bar you from employment. The nature, job-relatedness, severity, and date of the offense in relation to the position you are applying are considered. [see 112.011, F.S.].

Have you ever been convicted of a felony or a first degree misdemeanor ?	No
If yes, what were the charges ?	
Where ? (City/State)	
Date	
Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ?	No
If yes, what were the charges ?	
Where ? (City/State)	
Date	
Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ?	No
If yes, what were the charges ?	
Where ? (City/State)	
Date	

Signature

I am aware that any omissions, falsifications, misstatements, or misrepresentations above may disqualify me for employment and, if I am hired, may be grounds for termination at a later date. I understand that any information I give may be investigated as allowed by law. I consent to the release of information about my ability, employment history, and fitness for employment by employers, schools, law enforcement

identification and either proof of citizenship or proof of authorization to work in the U.S. Are you a U.S. citizen or legally authorized to accept employment with the specific hiring authority to which you are applying?

***Selective Service: Section 110.1128, Florida Statutes, prohibits employment by the state (including re-hire after a break in service) of any male born on or after October 1, 1962, who failed to register with the Selective Service System, under the provisions of the U.S. Military Selective Service Act, during the person's period of eligibility (ages 18 through 25). Additionally, if currently employed by the state, this law prohibits the promotion of such person. You may be required to provide documentation. If you are a male born on or after October 1, 1962, have you registered with the Selective Service or do you have proof of an exemption from this requirement?**

Not Applicable

agencies, and other individuals and organizations to investigators, human resources staff, and other authorized employees of Florida state government for employment purposes. The consent shall continue to be effective during my employment if I am hired. I understand that applications submitted for state employment are public records. I certify to the best of my knowledge and belief all of the statements contained herein and on any attachments are true, correct, complete, and made in good faith.
If applicable, Complete Qualifying Questions prior to submitting your application.

By checking this box, I certify that I have read and agree with these statements	Yes
Interview Result	
overdueInterviews	

Screening Details

Are you legally authorized to work in the United States?	Yes
Will you now or in the future require sponsorship for employment visa status (e.g. H-1B visa status)?	No
Do you have five (5) or more years of responsible private sector experience working full-time in areas within the scope of the subject matter jurisdiction of the Office of Financial Regulation within the last ten (10) years?	Yes
If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A.	10+ years of both banking and securities compliance, BSA/AML training.
Do you have five (5) or more years of experience as a senior examiner or other senior employee of a state or federal agency having	No

regulatory responsibility over financial institutions, finance companies, or securities companies?	
If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A.	N/A
Do you claim exemption from the public records law under the provision of the Florida Statutes 119.071(4)? If so, please provide exemption category.	N/A

Periods of Employment

*Name of Employer	BBVA Compass
*Your Job Title	Vice President Corporate Middle-Market
*Currently Employed	No
*Start Date	07/01/2016
*End Date	05/31/2018
*Hours Per Week	40
Employer's Address	Northwest FL
Supervisor's Name	
Supervisor's Phone Number	
*Duties and Responsibilities	* Market Leader and key consultant within Okaloosa, Walton & Bay Counties that developed and implemented strategic and tactical plans to sell a full range of services to clients and prospects while overseeing key client relationships. * Originated taxable & tax-exempt financings for Middle Market segment which services clients with revenues of \$20 - \$500MM while maintaining extensive knowledge of complex and innovative credit policies. Highlights: * Grew portfolio more than \$37MM (+21% YOY) in new tax-exempt financings and \$24MM in new deposits (Bay County Sports Complex & successful automotive dealership acquisition).
*Reason For Leaving	Started my own business, private equity fund launch
Your name, if different during employment	

*Name of Employer	Regions Financial
*Your Job Title	Vice President Private Wealth / Capital Markets
*Currently Employed	No
*Start Date	08/01/2010
*End Date	07/01/2016
*Hours Per Week	40
Employer's Address	FL Panhandle
Supervisor's Name	
Supervisor's Phone Number	
Duties and Responsibilities	<p> Collaborate with Portfolio Management Group (PMG) & Asset Allocation Committee to build well diversified portfolios of high quality, traded securities. * Conduct in-depth research of financial, operating and/or economic data then analyze, interpret and report findings. * Fundamental analysis: financial statements, product profitability, industry and lending trends. * Focused on relationship-building, partnering with specialists/resources, leveraging the franchise to design sophisticated financial solutions for clients. * Counsel high net-worth individuals (\$5MM+) and institutional clients (\$50MM+) with regard to investment opportunities, risk analysis, and monetary returns. * Participate in community events to position the bank as a leader within the territory. Highlights: * Generated more than \$307,000 (+12.7% YOY) in new investment revenue and \$210,000 in new non-interest revenue. (Period 2015) * Lead banker for combined book value of \$295MM including Trust/Managed Money and Commercial Credit (generating roughly \$2.3MM+ in annual recurring revenue)</p>
*Reason For Leaving	Career development, recruited away
Your name, if different during employment	

*Name of Employer	BP
*Your Job Title	Physical Natural Gas Trader/Analyst
*Currently Employed	No
*Start Date	12/01/2008
*End Date	08/01/2010
*Hours Per Week	40
Employer's Address	Mobile, AL/Houston, TX
Supervisor's Name	
Supervisor's Phone Number	
*Duties and	* Physical natural gas trader for North American

Responsibilities	Gas & Power's (NAGP) Gulf Coast South East natural gas pipeline grid. * In addition to trading and nominating I performed daily statistical analysis and reconciliation of any and all financial and physical natural gas trades for Florida Gas Transmission, Peoples Gas (TECO), Mobile Gas and Gulfstream pipelines. * Financially hedged spot and futures positions using various derivatives and strategies. * Served as lead team member of BP's NAGP Business Continuity Plan (BCP) aimed at safely evacuating a team of traders and executives to Gastonia, NC to ensure business operates efficiently during Hurricanes and inter-office Pandemic issues. Highlights: * Aided in the origination of NAGP's largest financial, long term Municipal contract to date, yielding \$20MM+ in recurring annual revenue.
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*Reason For Leaving	Deepwater Horizon Oil Spill
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Your name, if different during employment	
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*Name of Employer	A.G. Edwards & Sons
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*Your Job Title	Stock Broker
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*Currently Employed	No
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*Start Date	10/01/2005
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*End Date	12/01/2008
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*Hours Per Week	40
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Employer's Address	Shalimar, FL
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Supervisor's Name	
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Supervisor's Phone Number	
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*Duties and Responsibilities	* Collaborated with clients to assess individual financial situations and develop strategic financial planning solutions. * Originated and oversaw securities transactions, funds/wire transfers, margin accounts and options trades. * Consistently maintained 100% or better of established productions goals with \$19.2MM of assets under management.
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*Reason For Leaving	Career advancement
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Your name, if different during employment	
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Formal Education	
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*Name of School	Louisiana State University
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*Location	Baton Rouge, LA
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*Start Date	01/01/2017
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End Date	06/30/2017
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Course of Study	Graduate School of Banking
*Degree Earned (transcripts may be required)	In Progress
Credit Hours – Quarter	
Credit Hours – Semester	

*Name of School	CFA Institute
*Location	New York, NY
*Start Date	01/01/2014
End Date	06/30/2014
Course of Study	Chartered Financial Analyst (CFA) Level I
*Degree Earned (transcripts may be required)	In Progress
Credit Hours – Quarter	
Credit Hours – Semester	

*Name of School	University of West Florida
*Location	Pensacola, FL
*Start Date	08/15/2001
End Date	08/31/2005
Course of Study	B.A. in Communicatons/Marketing
*Degree Earned (transcripts may be required)	Bachelors
Credit Hours – Quarter	
Credit Hours – Semester	

Language Skills

There are no items in this section.

License, Registration or Certification

There are no items in this section.

Job-Related Training or Course Work

There are no items in this section.

Knowledge, Skills and Abilities

There are no items in this section.