

NATHAN J. SCHECTER

SUMMARY: Experienced finance and marketing professional, with significant local/national/global contacts, applying his skills for the benefit of Albany Travel and its clients

EXPERIENCE:

- 6/02 – Present **ALBANY TRAVEL UNLIMITED, INC. d/b/a CARLSON WAGONLIT TRAVEL;** Capital District's largest travel management firm; \$25,000,000/year; franchisee of world's 2nd largest travel firm with 3,500 offices across 140 countries.
- Chief Financial Officer
- Oversee financial functions and accounting department.
 - Produce multi-media marketing materials (print, web, power-point).
- 4/96 – 6/02 **CB RICHARD ELLIS/ALBANY (f/k/a ROBERT COHN ASSOCIATES);** Capital District's largest commercial real estate firm; \$125,000,000/year; partner office of world's largest commercial real estate firm with 250 offices across 47 countries.
- Commercial Financing Consultant
- Represented businesses and commercial property owners; developed financing structures, authored loan offering books, conducted RFPs, negotiated loan commitments, coordinated 3rd party reports/procedures, facilitated loan closings.
 - Originated/Closed \$50,000,000 loans, resulting in \$500,000 fee income.
- 4/93 – 11/95 **M&T BANK (Manufacturers and Traders Trust Company):** wholly-owned subsidiary of First Empire State Corp., assets \$11.5 Billion (at that time).
- Commercial Real Estate Representative
- Originated \$2.4 Million in closed commercial loans and assisted others in approval or closing of commercial loans totaling \$14.3 Million.
- Commercial Financing Consultant (Statewide Funding Corp; acquired by M&T 3/95).
- Founded Statewide Funding's Commercial Loan Brokerage Department.
 - Originated/Closed \$15,000,000 loans, resulting in \$163,000 fee income.
 - Outstanding Sales Award, 1994.
- 12/90-4/93 **FIRST UNION HOME EQUITY CORP.:** a \$1.9 Billion nation-wide home equity lender; wholly-owned subsidiary of First Union Corporation (nation's ninth largest bank holding company, assets \$77 Billion, at that time).
- Sales Specialist/Assistant Sales Manager/Sales Manager
- Conducted business development, branch rehabilitation and administration in three loan production offices located in: Albany NY, Wilkes-Barre P A, Parsippany NJ.
 - Most Improved Branch (Area 10), 1991 -increased Parsippany's portfolio by 100%.
- 4/87 -8/90 **THE SAKURA BANK, LTD.:** world's third largest bank, headquartered in Tokyo, assets \$465 Billion, 589 offices in Japan, 78 overseas branches (at that time).
- Assistant Manager -International Business Division (Seattle, Washington)
- Transacted \$1.6 Billion, resulting in \$100 Million in net new business, increasing the International Business loan portfolio by 30% to \$450 Million.
- Credit Administrator -Middle Market Division. (Los Angeles, California)
- Secretary of four Loan Committees and two Portfolio Management Committees.
 - Reported monthly to Board of Directors and quarterly to Regulatory Agencies regarding bank's portfolio management.
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EDUCATION: **STATE UNIVERSITY OF NEW YORK AT ALBANY**
Bachelor of Science: Business Administration; Graduated 12/86; GPA 3.65/4.00.