

CITY OF PEMBROKE PINES
ADVISORY BOARD AND COMMITTEE APPLICATION FORM

Please return the signed and completed application form and a recent resume to: City of Pembroke Pines, City Clerk's Office, 601 City Center Way, Pembroke Pines, Florida 33025.*

***NOTE: YOUR RESUME MUST ACCOMPANY THIS APPLICATION IN ORDER FOR THE APPLICATION TO BE CONSIDERED.**

Please type or use dark ink to complete this form.

Applicant Name NSC Maguana JEAN

Race* Multi Racial (white/black) National Origin* _____

Occupation Banker

Street Address 18951 S.W. 7th Street; Pembroke Pines, FL 33029

Subdivision Encantada

Home Telephone 954 806 6275 Business Telephone 954 768 5351

E-mail Address mj8209@comcast.net

Length of Residence in Pembroke Pines (if applicable) 32 _____
Years Months

Length of Time as Business Person in Pembroke Pines (if applicable) _____
Years Months

Are you a registered voter? yes Commission District No. 4 Precinct No. X028

Do you have a criminal record? No If yes, please explain. _____

Have you ever been convicted of a felony? No If yes, please explain. _____

Do you have any criminal charges pending? No If yes, please explain. _____

Do you have any relatives employed by the City? No If yes, please state name(s): _____

Are you aware of any potential conflict of interest that may arise from your serving on this/these board(s)? No If yes, please explain. _____

Does your business, or your employer have any contractual relationship with, or do any business with the City? No If yes, please explain.

Do you have monies owed to the City that are delinquent? No If yes, please explain.

Do you have any pending code violations relating to property owned by you in the City? No If yes, please explain.

Do you have any violations relating to other City codes? No If yes, please list:

*The responses to these items is optional. The City is interested in providing for cultural diversity on its Advisory Boards and Committees, and seeks this information solely in order for the City to further its goal to provide for diversity on its Advisory Boards and Committees.

Which board or committees are of interest to you? Please indicate up to three preferences by ranking. Please denote your first choice with a "1," etc. Please place a number adjacent to any board or committee for which you wish to be considered. If you do not place a number next to a board or committee, the City Commission will not be able to consider you for that board or committee.

- | | |
|---|---|
| <u> </u> Arts & Culture Advisory Board | <u> 5 </u> Affordable Housing ¹ |
| <u> </u> Board of Adjustment | <u> </u> Charter High School Advisory Board ² |
| <u> 3 </u> Economic Development Board | <u> </u> Education Advisory Board |
| <u> </u> Environmental Advisory Board | <u> </u> Citizens Committee/Hurricane Prep
(Ad Hoc) |
| <u> 4 </u> Planning & Zoning Board | <u> </u> Police and Fire Pension Fund Board |
| <u> </u> Diversity and Heritage Advisory Board | <u> </u> Social Media Committee (Ad Hoc) |
| <u> </u> Charter Review Board | <u> </u> Public Art Committee (PAC) New |
| <u> 1 </u> Budget Committee (A. Castillo) | <u> </u> Charter Review Board ³ |
| <u> 2 </u> Citizen's Budget Advisory Board | |

¹You must complete the "Supplement to Application for Affordable Housing Committee."

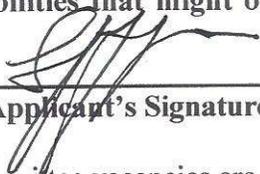
²Representative of Educational or Business sector of the Community

³This Board is convened once every five years.

Please provide a brief statement outlining why you wish to serve on the board(s) you have indicated above.

As a long term banker with broad experience in country management that included working with Central Banks in the Caribbean and Central America, i have a deep understanding of economic factors that affect a country and a corporations financial health. Further, i'm a sell rounded lender, treasury, strategic professional. I'm also interested in Housing and planning as I believe these two areas are key to building a healthy society and keeping our City well balanced and attractive to current and future residents Housing is a vital issue for our City and State and Country. As a long term resident I'm challenged to visualize my continued residency in the City that I've spent most of my adult life in due to la lack of proper and balanced shelter offering. Planning and Zoning, are vital for us to keep an environmentally safe space. Another passion, is transportation (to move our population within our city limit. Further and well thought out street scape and designs that help to minimize potential for accidents and facilitate ease of movement throughout our city.

I hereby certify that all statements made in this application are true and complete. Permission is granted to the City of Pembroke Pines to investigate and verify criminal and credit history and any information provided on this and successive documents completed for purposes of my appointment to the City Board or Committee. In return for consideration of my application, I release any person who provides information pertaining to me from all claims or liabilities that might otherwise result from such information or opinions.


Applicant's Signature

27 Jan 2025

Date

Applications for board and committee vacancies are accepted throughout the year. For additional information, please call the City Clerk's Office at (954) 450-1050.

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NSC MAGUANA JEAN

Mobile : (954) 806-6275

E-mail: mj8209@comcast.net

EXECUTIVE PROFILE

A dynamic, innovative, results-oriented, business development professional with broad experience in banking and finance. Proven track record in working with business owners and executives to develop short and long-term strategies that maximize profitability and support long term goals. Areas of excellence:

▪ Lending and building capital structures	▪ Creating collaborative environment
▪ Developing optimal treasury solutions	▪ Developing sales strategy and process
▪ Communications and negotiations	▪ International Business

EXPERIENCE

FIRST HORIZON BANK, Ft. Lauderdale, FL **2023 - Present**
Senior Relationship Manager – Commercial and Institutional Bank

- Senior Relationship Manager responsible for the expansion of First Horizon - corporate bank’s Commercial and Institutional business portfolio that is defined as corporations with sales from \$50MM to \$2BLN
- Identify and develop corporate clients by bringing solutions that support a corporation’s stated strategic goals
- Ensure whole bank solutions for corporate clients from financing, to treasury, to capital market structures, to employee benefits, including wealth management for owners and executives. Identify and support acquisition and exit strategies.

WOODFOREST NATIONAL BANK, Ft. Lauderdale, Florida **2016- 2023**
Senior Relationship Manager – Commercial Banking

- Member of inaugural sales team for the expansion of Woodforest National Bank’s Corporate bank in the state of Florida. Focus on communicating Woodforest National Bank’s purpose driven message in new market.
- Identified and developed a list of potential corporate clients with minimum EBITDA of \$5MM as optimal client for the Commercial Bank offering of financing, treasury, investment, and advisory services.
- Consistently booked an average of \$50MM in new loan assets since inception of Commercial Banking team in Florida. Met goal each year.

SUNTRUST BANK, Miami, Florida **2013-2016**
Senior Relationship Manager- Commercial Banking

- Relationship Manager responsible for growing a Commercial Bank portfolio by prospecting and delivering financial solutions to companies with sales ranging from \$30MM to \$250MM and greater. Key partner in the growth of several companies to expand revenues by double digits year over year.
- Responsible for coordinating and ensuring the consistent sales efforts of all product partners in Credit, Treasury, Leasing, FX, International Trade, Investment Banking, and other ancillary solutions as applicable. Maintained healthy profitability of client relationships.
- Responsible for managing current clientele and portfolio to broaden banking offering, ensure satisfaction with the bank’s solutions and service, as well as to act as advisor for long term planning for the companies’ financial success. Consistently highly rated for delivery of excellent and comprehensive client experience.

CITIBANK, N.A., Miami, Florida **2007-2013**
Senior Relationship Manager / Credit Manager

- Relationship manager responsible for marketing the bank’s products and solutions to corporations with sales ranging from \$30 million to \$300 million

- Responsible for coordinating all product partners' sales efforts to the bank's clients and prospective clients
- Grew net revenues by 58% during fiscal year 2012. Exceeded revenue goals each year from 2007 to 2012
- Responsible for evaluating, proposing, underwriting, and monitoring of clients and prospective clients' credit needs
- Recipient of Citi Stars award in 2010. Recognized as top producer for total revenues in Florida

BANK OF AMERICA, N.A.

2003-2007

Senior Client Manager, Commercial Banking

- Act as a financial advisor to existing and prospective clients by coordinating a team's sales efforts to deliver the bank's solutions in all areas of credit, treasury, investments, and the broader product line
- Responsible for the acquisitions of new clients with sales size of \$30 million to \$2 billion
- Met and exceeded sales goals of \$6.5 million, by expanding existing portfolio and acquiring new clients, each year since joining the division
- Winner of 2006 "Blue Marlin Award"- Largest Miami-Dade County Commercial Bank transaction

SPHERION CORPORATION, Fort Lauderdale, Florida

2002 – 2003

Assistant Treasurer, Corporate Finance

- Participated in the development of a turn-around business strategy for a publicly-traded Fortune 500 company in the staffing industry.
- Accountable for the assessment and re-vamping of the company's capital structure and efficacy of treasury operations.
- Reviewed and evaluated the fit of proposals on various capital structure schemes from financial institutions prior to making recommendations to senior management.
- Participated in the negotiation of, and oversaw all operational aspects and implementation of, a successful \$200 million securitization finance program.
- Directed all aspects of day-to-day treasury operations; funding, investments, borrowings, and the management of the cash management team. Developed and documented a disaster recovery program for the Treasury division and consulted as a team member for the overall Disaster Recovery planning committee.
- Integrated paperless, anti-fraud solutions by combining bank products with internal procedures for greater protection of the company's assets. Presented ideas that would reduce the company's vulnerability and liability to fraud.
- Communicated with all levels of the business units of Accounting, Business Services, and Executive Management for the smooth implementation of adopted solutions. Contributed to financial reports for the Board of Directors, Securities and Exchange Commission and press releases to investors

BANK OF AMERICA, N.A. / Latin America Group, Miami, Florida
and its predecessors:

1989 - 2002

NATIONSBANK OF FLORIDA, N.A., / NCNB NATIONAL BANK OF FLORIDA, Miami and West Palm Beach, Florida.
Summary of experience:**Senior Vice President – Offshore Banking - Latin America/Caribbean**

1993 - 2002

- Responsible for business development activities within Latin America for Investment Banking Services including Advisory Services, Mergers and Acquisitions, Capital Raising, Securitization and Syndications.
- Relationship Manager for Government and Financial Institutions clientele in the Caribbean and Central America with full responsibility for the sales of all financial services and products. Performed country, banking system and financial analyses to determine the extension and structure of credit to banks, government entities and corporations.
- Increased revenues in all market areas through aggressive marketing and creative solutions tailored to the client's business strategy. Created and implemented an overall marketing strategy integral in the development of several profitable products geared to financial institutions. Generated revenues ranging from \$5 million to \$12 million during tenure

Other work experience / Detail available upon request:

Manager, Commercial Division / Treasury Management/ Miami, FL / Asst. Vice President 1991 – 1993 Treasury Management Officer - Certified Cash Manager (CCM)

EDUCATION

NOVA UNIVERSITY – Fort Lauderdale, FL
Master's International Business Administration
Bachelor of Science Business Administration

Other Training / Skills:

- Completed NCNB National Bank formal credit training, Relationship Management Development Program (RMDP)
- Held Certified Cash Management certificate -1992. Adept at Salesforce and nCino.
- Languages: French (Fluent) and Spanish (Conversational)

Community Involvement:

- Past Board Member - Leadership Council for Take Stock In Children- 10 years to 2016
- Past Marketing Committee Member – Hispanic Unity/ 2019 to 2021
- Past Member of Encantada Architectural Committee – 12 years

Interests: Education/ Financial Education. Avid reader. Art. Technology. Travel.

References: Available upon request