

Travis C. Frisk, CWS

Anchorage, Alaska 99507 | 

COMMERCIAL LENDING AND RELATIONSHIP MANAGEMENT

Private Banking Executive and Commercial Relationship Manager experienced in managing business and financial affairs related to the administration of business units, departments and clients/organizations. Demonstrated abilities in driving business functions and ensuring employee efforts are supporting team goals and objectives. Adept in overall management of financial operations, practice growth, marketing and administration as well as assessing and monitoring the financial strength and stability of clients/customers to align with policies and regulations.

CORE COMPETENCIES

Business Development | Performance Management | Comprehensive Understanding of Complex Credits | Managing High Performing Teams | Banking Operations | Credit Underwriting | Financial Analysis | Credit Monitoring | Risk Assessment | Cross Team Collaboration

PROFESSIONAL EXPERIENCE

Wells Fargo Bank, Anchorage, Alaska

2012 - 2020

Commercial Banking Group, Vice President / Relationship Manager, 2017 – 2020

Responsible for delivering a comprehensive suite of products and industry expertise to serve the diverse financial needs of companies primarily in Alaska with annual sales typically ranging from \$25 million to \$2 billion.

- Increased portfolio profitability by bring on new relationships that drove an additional \$1.5 million annually in revenue to the business unit.
- Solved client requests/issues by connecting organizational resources with the client to provide comprehensive solutions.
- Completed annual Risk Asset Review processes with no findings or administrative issues.

Wealth Management Group, Vice President, Regional Private Banking Manager, 2012 – 2017

Managed a team of high performing Private Bankers responsible for managing moderate to complex banking relationships with high net worth client and prospects with investable assets greater than \$2.0 million. Responsible for the P&L and Balance Sheet of the business unit.

- Consistently achieved double digit growth rate in revenue, Assets Under Management, loan balances and deposit balances.
- Consistently met annual new client acquisition goals.
- Partnered/Referred a \$25 million Commercial Real Estate to business banking unit.
- Recognized in 2012 with “Concord Elite” performance award

Key Private Bank, Anchorage, Alaska

1997 – 2012

Senior Vice President, Market Manager

Tasked with starting the Private Bank business unit in Alaska. Responsible for the P&L and Balance Sheet of the business unit.

- Increased Assets Under Management (AUM) to over \$750 million by using personal network and internal collaboration with other business units to connect with qualifying prospects.
- Increased annual portfolio revenue to over \$7.5 million
- Created and Developed a High-Performance Private Banking Team of bankers, lenders, financial planners and portfolio managers.
- Landed a “Family Relationship” worth over \$150 million during a competitive proposal process by understanding the clients goals, objectives and legacy aspirations.

EDUCATION

University of Alaska, Anchorage

Bachelors of Business Administration: Finance & Marketing, Minor: Economics

LICENSES | CERTIFICATIONS

Certified Wealth Strategist (CWS)

Series 7 & 66 License Holder (Expired)

REFERENCES

Available on request