



Recruiting

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PAIGE SHOEMAKER (00899502)

Job Requisitions Preferences

# COMMISSIONER OF FINANCIAL REGULATION - 43004009

(37902)View Details

Job Postings (1)

Status : Open Hiring Manager : SHERRI BRALEY Age : 0d

Talent Pipeline Hide Talent Pipeline

[View active candidates \(17\)](#) [View all candidates \(18\)](#)

Forwarded 0	Invited To Apply 0	New 17	Review 0	1st interview 0	2nd Interview 0	Offer 0	Ready to Hire 0
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Candidates :View all candidates (18)

Action 0 Selected

Filter Options

Enter Applicant Name

- Name
- Acey Stinson
- Arthur Garcia
- Christopher Jenkins
- Daniel Thommen
- David Kister
- DEBORAH DEAN
- Donald Hudgins
- Eric Sorensen
- George Schwyzer
- Gwynn Virostek

## Gwynn COCHRAN Virostek (External Candidate)

954-629-1184 gwynnvirostek@aol.com Cover Letter Resume

### Application

Status:

Country: United States

Attachments to be Included in all Job Submissions: [Submission Attachments 0 attached](#)

Attachments Added After Submission: [Attach a document](#)

Vacancy Source: People First

Relatives: To your knowledge, do you have any relatives working in this agency? No

Right To First Interview: Not Applicable  
If you responded yes to the above statement, attach a copy of your official layoff letter applying for this vacancy.

Veteran Status: None of the Above

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? No

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? No

People First Initial VP Review: No Selection

People First Eligible VP Category (if different): No Selection

Agency Final VP Eligibility Review: No Selection

Agency Final VP Category Determination: No Selection

### Background Information

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

No

Have you ever been convicted of a felony or a first degree misdemeanor ?

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 misrepresentation disqualify me for employment and, if I am hired, may be grounds for termination at understand that any information I give may be investigated as allowed by law. I co release of information about my ability, employment history, and fitness for employ employers, schools, law enforcement agencies, and other individuals and organizz investigators, human resources staff, and other authorized employees of Florida st for employment purposes. The consent shall continue to be effective during my en hired. I understand that applications submitted for state employment are public rec the best of my knowledge and belief all of the statements contained herein and on are true, correct, complete, and made in good faith. If applicable, Complete Qualifying Questions prior to submitting your applica

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

Interview Result overduelInterviews

#### Screening Details

In the State of Florida application you indicated that you are legally authorized to work in the United States, Are you one of the following: Citizen or National of the United States; Lawful Permanent Resident; Refugee; Asylee, or Temporary Resident (does not include non-immigrant visas such as F-1, J-1, H-1, etc.)? Yes

Will you now or in the future require sponsorship for No

employment visa status (e.g. H-1B visa status)?

Do you have at least five (5) years of responsible private sector experience working fulltime in areas within the subject matter jurisdiction of the Office of Financial Regulation within the previous ten (10) years?

Yes

If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.

I have over 25 years of Executive and leadership experience in all aspects of the financial services and banking business primarily within the state of Florida. Experience in all areas of the business from sales to operations, audit, compliance, incentives, project management, lending, training, composing training materials based on regulatory changes, Managing teams, coaching, dealing with people issues (good and challenging), HR management, budgeting, reporting, strategic planning, goal setting, etc. I have led teams in Florida of as many as 3,000+ through strategically placed regional management teams. These teams handled the day to day teams that were closest on larger groups.

Do you have at least five (5) years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies within the previous ten (10) years?

No

If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.

n/a

Periods of Employment

Florida TaxWatch

Vice President of Development

Details

<b>Name of Employer*</b>	Florida TaxWatch
<b>Your Job Title*</b>	Vice President of Development
<b>Currently Employed*</b>	No
<b>Start Date*</b>	08/01/2015
<b>End Date*</b>	06/30/2016
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	Tallahassee, Florida
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	initiatives for Florida TaxWatch Statewide in Florida's* Leads, manages and partit to identify, cultivate and solicit sources of funds and gifts, including major gifts, foundation/corporate grants, direct mail, special events, capital campaigns, endow and gift planning. Creates and executes the long-range strategic fundraising plan TaxWatch.* Responsible for the day-to-day management of giving initiatives inclu prospect/donor tracking and reporting systems. Collaborate with other executive I achieve the strategic and operational objectives of the organization.
<b>Reason For Leaving*</b>	Personal
<b>Your name, if different during employment</b>	

**Haven Hospice**

Director of Development

▼ Details

<b>Name of Employer*</b>	Haven Hospice
<b>Your Job Title*</b>	Director of Development
<b>Currently Employed*</b>	No
<b>Start Date*</b>	11/01/2014
<b>End Date*</b>	08/01/2015
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	North Central Florida
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	initiatives for Haven Hospice which is one of Florida's largest Non-Profit Hospice serving 18 counties in North Central Florida. * Leads, manages and participates in identify, cultivate and solicit sources of funds and gifts, including major gifts, foundation grants, direct mail, special events, capital campaigns, endowment support, and grants. * Creates and executes the long-range strategic fundraising plan for Haven. Member of the Haven Hospice Corporate Advisory Board and Community Boards in each market regarding their participation and assistance in fundraising their markets.
<b>Reason For Leaving*</b>	Moving closer to family
<b>Your name, if different during employment</b>	

**TD Bank, N.A.**

Retail Market Manager

▼ Details

<b>Name of Employer*</b>	TD Bank, N.A.
<b>Your Job Title*</b>	Retail Market Manager
<b>Currently Employed*</b>	No
<b>Start Date*</b>	09/01/2011
<b>End Date*</b>	10/31/2013
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	North Central Region - Florida
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	performance for Retail Bank Region. Currently 15 Stores in eight counties. * Lead region with \$1+ Billion in Deposits and \$150 Million in Consumer, Mortgage and Small Business Loan Portfolio. All Deposit growth; Consumer, Mortgage and Small Business Loan Profitability; Customer Service Excellence (CWE); Compliance; Fee Income growth with all partners
<b>Reason For Leaving*</b>	Consolidation of Bank retail stores
<b>Your name, if different during employment</b>	

**First Federal Bank of Florida**

Executive Vice President

▼ Details

<b>Name of Employer*</b>	First Federal Bank of Florida
<b>Your Job Title*</b>	Executive Vice President
<b>Currently Employed*</b>	No
<b>Start Date*</b>	01/01/2010
<b>End Date*</b>	09/01/2011
<b>Hours Per Week*</b>	40
<b>Employer's Address</b>	Lake City Florida
<b>Supervisor's Name</b>	

**Supervisor's Phone Number**

**Duties and Responsibilities\***

Committee, Risk Management Committee, Loan and Deposit Pricing Committee. managed statewide branch network for \$1 Billion financial institution. Responsible and Lending, revenue growth and profitability, production, deposit and lending go sales processes/training, compliance, branch performance and recognition. Colla partners and drive joint goal attainment with other divisions: Mortgage, Small Bus Commercial Lending, and Investments. Responsible for Product Development, ne Promotional/Marketing and Public Relations Departments, Adhere to Company A Compliance Standards \* Redesigned and implemented Incentive/Production Pay Performance Rewards model for Retail Bank and other operational areas incorpo branch and customer service standards/goals compensation plan.

**Reason For Leaving\***

Transition to Hospice

**Your name, if different during employment**

**The Westie Group, LLC**

Owner/Consultant

▼ Details

**Name of Employer\***

The Westie Group, LLC

**Your Job Title\***

Owner/Consultant

**Currently Employed\***

No

**Start Date\***

01/01/2009

**End Date\***

01/01/2010

**Hours Per Week\***

40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Formed consulting company to offer On-site Transition management to banks c: planning and executing acquisitions of failed institutions. Services included FDIC/ coordination, transition planning, market and branch evaluation, staff evaluation a conversion oversight, strategic planning, and day-to-day management of institutic - First Federal Bank - Acted in capacity of New Market Executive and Advisor to t \$1 Billion Florida bank acquiring banks (currently 2) in Florida through purchase a with the FDIC, adding two new markets and 5 new counties to statewide footprint was purchased under a loss-share agreement with the FDIC and the other purch: deposit-only transaction with performing loans purchased following the transactio

**Reason For Leaving\***

Promotion Opportunity

**Your name, if different during employment**

**Washington Mutual Bank, F.A. / JPMorgan Chase**

Senior Vice President and Southeast Division Executive

▼ Details

**Name of Employer\***

Washington Mutual Bank, F.A. / JPMorgan Chase

**Your Job Title\***

Senior Vice President and Southeast Division Executive

**Currently Employed\***

No

**Start Date\***

01/01/1997

**End Date\***

01/01/2009

**Hours Per Week\***

40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Managed fifth largest Financial Institution in deposit market share in Florida. Re: included sales management, deposit and loan production (consumer, credit cards and mortgage), profitability, budget, facilities, training, operations, compliance, au and community commitment for Florida branch network, state and national govern committee, as well as opening and closing branches. \* Grew to over \$12 Billion ir in FL market share \* Managed network of 257 Branches - (20 counties in Florida West Coasts) \* 2,700 Employees Serviced over 1.2 Million Consumer Household Businesses \* Direct reports - 15 Regional Managers, Division Operations Manage Support Manager, Division Finance Manager, Human Resources Manager, Divisi Manager, and administrative staff and analysts \* Indirect reports and partnerships Business Market Manager, Business Development Officers, Small Business Rela Managers, Mortgage Regional Manager, and Mortgage Loan Consultants, and Li

Investment Program. \* Co-managed an interim organizational hierarchy (2005-20 responsibility for multiple states and over half of the banks Nationwide Retail Ban Network and Telephone Banking Sales and Call Centers (approximately 1,100 st employees, Florida, Georgia, New York, New Jersey, Connecticut, Illinois, Texas, California). This assignment also included participation as a key decision maker in the areas of Sales Management, Goal Setting and achievement, Product development Pricing, liaison to Marketing, Call Center expansion, Card Services, Finance, Inve Operations, Audit, Compliance and Executive Committee. Influenced product and decisions for Consumer and Small Business deposit and lending offerings, Memb Policy and Government Relations Committees. \* Chaired the nationwide Political Committee (WaMuPac); member of the Southeast Market Leadership Committee National Committees: Crisis Management Committee, Public Policy Management Operational Integrity Governance Committee, and Government Relations Council

**Reason For Leaving\***

Never left - Acquired

**Your name, if different during employment**

**Great Western Bank**

First Vice President - South Florida Territory Sales Manager

▼ Details

**Name of Employer\***

Great Western Bank

**Your Job Title\***

First Vice President - South Florida Territory Sales Manager

**Currently Employed\***

No

**Start Date\***

01/01/1990

**End Date\***

01/01/1997

**Hours Per Week\***

40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Administered day-to-day operations; established goal setting; supervised compl functions; and managed deposit/loan sales for counties of: Dade, Broward, Palm St. Lucie, and Brevard. \* Reported to Vice Chairman and Executive Committee S special assignment in California for company-wide re-engineering and cost-reduc Managed project team, outside consultant team, and various branch operations a teams. \* Appointed to a special assignment in as one of two regional managers ir responsible for streamlining projects for Retail Bank. \* Awards for exemplary sale service performance \* Awarded "Tony Award" for Top Regional in Nation \* Select Regional Manager of the Year \* Chosen as Florida Territory Sales Manager of the Received Davis Cup (Top Florida Branch), awarded to branches nine times \* Rar region/territory in the nation (Combined sales and service six years)

**Reason For Leaving\***

Never left - Acquired

**Your name, if different during employment**

**CenTrust Bank**

Senior Vice President - Area Manager and Branch Operations Manager

▼ Details

**Name of Employer\***

CenTrust Bank

**Your Job Title\***

Senior Vice President - Area Manager and Branch Operations Manager

**Currently Employed\***

No

**Start Date\***

06/01/1988

**End Date\***

06/30/1990

**Hours Per Week\***

40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

\* Managed 33 Retail Bank branches (3 regions, 240 employees) with deposit bas Billion \* Responsible for profitability, deposits and loan production \* Managed day operational support (including compliance/audit) for Florida branch network (71 bi Processing Change Management Committee member \* Managed Retail Bank prc development team \* Managed new product/service implementation projects \* Ret liaison to: Operations, Data Processing, Product teams (lending and deposits) an Project Administrator - managed integrated branch automation project

**Reason For Leaving\***

Never left - Acquired

Your name, if different during employment

**Wachovia / First Atlanta /Cobb County Bank**

Assistant Vice President

▼ Details

**Name of Employer\*** Wachovia / First Atlanta /Cobb County Bank  
**Your Job Title\*** Assistant Vice President  
**Currently Employed\*** No  
**Start Date\*** 01/01/1978  
**End Date\*** 12/31/1988  
**Hours Per Week\*** 40  
**Employer's Address** Atlanta, Georgia  
**Supervisor's Name**  
**Supervisor's Phone Number**

**Duties and Responsibilities\*** \* Georgia Automation Project - Statewide implementation upgrading branch work: PS/2 \* Hogan/IBM mainframe projects: conversion of demand deposit and line-of-implementation of CIF (400K accounts, 1.5MM Customers) \* Managed training, p development, and conversion support for 130 retail branches (1,500 employees) : office areas \* Managed customized development of menu-driven customer servic system for all Hogan applications and CIF \* Developed Personal Banking Sales ti interfaced to all mainframe application systems to track sales performance for ind branches, regions, and bank. \* Managed statewide implementation of sales track: including training, support and reporting \* Managed development and implements check ordering system \* Developed and implemented standard banking center at policies/procedures \* Retail Banking liaison to marketing and data processing for development and implementation

**Reason For Leaving\*** Promotion Opportunity

Your name, if different during employment

▼ Formal Education

**Eckerd College, St Petersburg, Florida**

St. Petersburg, FL

▼ Details

**Name of School\*** Eckerd College, St Petersburg, Florida  
**Location\*** St. Petersburg, FL  
**Start Date\*** 09/20/2008  
**End Date** 05/20/2009  
**Course of Study** Bachelors of Arts: Business Management  
**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

**Univ of Pennsylvania**  
 Graduate School of Banking Program

▼ Details

<b>Name of Institution</b>	Univ of Pennsylvania
<b>Start Date</b>	06/01/2004
<b>End Date</b>	06/01/2007
<b>Training Course</b>	Graduate School of Banking Program
<b>Training Completed</b>	Yes

▼ **Knowledge, Skills and Abilities**

There are no items in this section.

Items per page 10 ▼

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Gwynn Cochran Virostek  
1599 Old Fort Drive  
Tallahassee, Florida, 32301

The Financial Services Commission  
Office of the Chief Financial Officer  
400 South Monroe Street  
Room PL-11, The Capitol  
Tallahassee, Florida 32399-0309

June 19, 2018

To: The Honorable Rick Scott, Governor of Florida  
The Honorable Jimmy Patronis, Chief Financial Officer of Florida  
The Honorable Pam Bondi, Attorney General of Florida  
The Honorable Adam Putnam, Agriculture Commissioner of Florida

Re: Candidate for Banking Commissioner – Office of Financial Regulation  
Gwynn Cochran Virostek

I am writing to all of you to introduce myself and let you know that I am looking forward to exploring the opportunity to lead the Office of Financial Regulation for our great state of Florida. I believe, as I know all of you do, that the Florida banking and financial services landscape while strong, is constantly changing with M&A activity and national and even international players evaluating opportunities to enter the Florida market. We need strong players in the market with the appropriate capital and strong management to lead us through this growing but yet consolidating environment. We also need strong leaders in Tallahassee to work through the challenges and organizational structure within the Office of Financial Regulation and determine a regulatory strategy and structure for the safety, stability, and growth of all components of Florida's financial industry. We need leadership with the strategic vision necessary as our banks weigh merger and acquisition opportunities while continuing to serve Floridians with the best possible financial products and services available. I believe my extensive experience with M&A, growth and executive leadership make me the right person at the right time to lead the OFR.

My background and extensive knowledge of the Florida banking landscape and market are attributes that should qualify me to be part of a leadership team that can make it happen. I have highlighted below some of my key successes and experience in the banking and financial services industry. I now live in Tallahassee as my permanent home and as you can see from my resume, am very involved in the community as I have been throughout my career and throughout Florida.

Here is a summary:

□ Executive Leadership in Banking for over 25 years in Florida (11 years managing the entire state of Florida for Washington Mutual now JPM Chase – 250+ branches). Successfully managed and participated in the integration of multiple acquisitions from the perspective of being an acquiring and an acquired institution. After having worked for such a large institution like WaMu and Chase, I started

my own small company and was hired by First Federal Bank of Florida based in Lake City to assist them with an FDIC acquisition as the Executive in Charge. I helped them with two acquisitions most recently, both working with the FDIC, one in Sarasota and one in Bonifay up in North Florida. Both acquisitions went very smoothly for the customers and were handled well by the teams for the acquiring company and the companies being acquired. First Federal went on to hire me as one of their Executive Vice Presidents sitting on the Executive Committee and leading their Retail Banking Team.

□ Talent Management – organized and managed as direct reports, a winning Senior Banking Leadership team with diverse cultural and ethnic backgrounds throughout the Florida market. Responsible for large employee base (over 3,000 throughout state)

□ I had individual or shared responsibility for all lines of business and results: customer acquisition, deposit gathering, profitability, branch originated consumer and residential mortgage loans, investments, small business, finance, marketing, sales support, operations, audit, and facility and location analysis, and budgets.

□ I served on the Florida Bankers Association Board for of the more than 13 years. I served on the Executive Committee and Government Relations Council and served as the elected Chairman of the Florida Bankers Association during 2006 and 2007. I have knowledge of most of the financial institutions and their management teams in Florida. I am still engaged and active with the Florida Bankers organization, in fact I attended the annual Washington DC trip earlier this year with over 100 bankers to meet with regulators, congressional teams, and met with members of President Trump's organization.

I am confident with the extensive experience that I have in financial services in Florida, I can lead a team of professionals to execute a smooth transition for this organization that is so important to Florida's financial industry. I have had the unique privilege of progression throughout my many years in this industry to start out working for a small, eight-branch community bank, then a statewide commercial bank, a regional commercial bank, a thrift in South Florida, a regional savings and loan and then a nationwide savings institution, and then back to a regional bank, two small acquisitions and then another large bank for a period of time. I have also had the special honor of being chosen by my peers in the industry to lead one of the best banking associations in the country, the Florida Bankers Association. Now, I look forward to discussing the important leadership role for the Office of Financial Regulation with all of you over the coming weeks. Please let me know what additional information that any of you might need. In 2009 I was one of three finalist for the OFR Commissioner position and I must have over 15 letters of recommendation from bankers and other leaders in Florida and nationally. I even have a letter from John Reich one of the former FDIC Directors, and Bill Schenck, Retired Head Banking Regulator for the State of Pennsylvania. Please let me know if these letters written a few years ago, would be of any value for your review.

Thank you for your consideration.

Regards,

**Gwynn**

Gwynn C. Virostek  
Attachment: Full Resume

**GWYNN COCHRAN VIROSTEK**

1599 Old Fort Drive Tallahassee, Florida 32301

Mobile: 954-629-1184

[gwynnvirostek@aol.com](mailto:gwynnvirostek@aol.com)**EXECUTIVE PROFILE**

**Accomplished Senior Executive with Extensive Experience in all facets of Executive and Non-Profit leadership, strategic planning, sales management, operations, change management, compliance, budget and financial management and administration. Proven success in delivering results, leading organizations through critical transitions, and enhancing overall operational efficiencies and customer and member satisfaction. Leadership expertise in understanding corporate culture, navigating organizational change, and motivating/leading large and small diverse teams. Additional strengths include:**

- Organizational Restructuring, Integration, M&A, Strategic Planning, Thought Leadership
- Accelerating Revenue Growth
- Increasing Sales Opportunities
- P&L Responsibility, Financial Management, and Budget Responsibility
- Non-Profit Executive Leadership, Community Involvement, Development and Volunteer Engagement
- Government Relations and Political Action Responsibility
- Investment Committee Structuring/Development/Non-Profit Planning/Fundraising
- Matrix Management across organizations
- Successful collaboration and results with managing Risk, Audit and Compliance
- Strong Communication Skills – Formal External Speaking and Excellent Writing capability

**WORK HISTORY AND EXPERIENCE****Florida TaxWatch – Tallahassee, Florida – August 2015 to June 2016**

- Vice President of Development – Responsible and accountable for all philanthropic activities and initiatives for Florida TaxWatch Statewide in Florida's
- Leads, manages and participates in efforts to identify, cultivate and solicit sources of funds and gifts, including major gifts, foundation/corporate grants, direct mail, special events, capital campaigns, endowment support, and gift planning. Creates and executes the long-range strategic fundraising plan for Florida TaxWatch.
- Responsible for the day-to-day management of giving initiatives including prospect/donor tracking and reporting systems. Collaborate with other executive leaders to achieve the strategic and operational objectives of the organization.

**Haven Hospice – North Central Florida – November 2014 to August 2015**

- Director of Development – Responsible and accountable for all philanthropic activities and initiatives for Haven Hospice which is one of Florida's largest Non-Profit Hospice organizations serving 18 counties in North Central Florida.
- Leads, manages and participates in efforts to identify, cultivate and solicit sources of funds and gifts, including major gifts, foundation/corporate grants, direct mail, special events, capital campaigns, endowment support, and gift planning. Creates and executes the long-range strategic fundraising plan for Haven. Member of Leadership Team.
- Works with the Haven Hospice Corporate Advisory Board and Community Advisory Boards in each market regarding their participation and assistance in fundraising and events in their markets.

**TD Bank, N.A., North Central Region - Florida – September, 2011 to October 2013**

- Retail Market Manager – Responsible for all Sales, Service, Operations, Compliance, and Audit performance for Retail Bank Region. Currently 15 Stores in eight counties.
- Lead and manage region with \$1+ Billion in Deposits and \$150 Million in Consumer, Mortgage and Small Business Loan Portfolio. All Deposit growth; Consumer, Mortgage and Small Business Lending; Store Profitability; Customer Service Excellence (CWE); Compliance; Fee Income growth. Collaborate with all partners
- **First Federal Bank of Florida, Lake City Florida – 2010 – September 2011**
- Executive Vice President - Director of Retail Banking. Member of Executive Committee, ALCO, Audit Committee, Risk Management Committee, Loan and Deposit Pricing Committee.

## **GWYNN COCHRAN VIROSTEK**

1599 Old Fort Drive Tallahassee, Florida 32301

Mobile: 954-629-1184

[gwynnvirostek@aol.com](mailto:gwynnvirostek@aol.com)

- Lead and managed statewide branch network for \$1 Billion financial institution. Responsible for Deposits and Lending, revenue growth and profitability, production, deposit and lending goal attainment, sales processes/training, compliance, branch performance and recognition. Collaborate with all partners and drive joint goal attainment with other divisions: Mortgage, Small Business, Commercial Lending, and Investments. Responsible for Product Development, new Products and Promotional/Marketing and Public Relations Departments, Adhere to Company Audit and Compliance Standards
- Redesignated and implemented Incentive/Production Pay and Performance Rewards model for Retail Bank and other operational areas incorporating individual, branch and customer service standards/goals compensation plan.

### **The Westie Group, LLC – Owner/Consultant - 2009 – 2010**

- Formed consulting company to offer On-site Transition management to banks considering, planning and executing acquisitions of failed institutions. Services included FDIC/regulator coordination, transition planning, market and branch evaluation, staff evaluation and management, conversion oversight, strategic planning, and day-to-day management of institution.
- Engagement – First Federal Bank – Acted in capacity of New Market Executive and Advisor to the Chairman – \$1 Billion Florida bank acquiring banks (currently 2) in Florida through purchase and assumption with the FDIC, adding two new markets and 5 new counties to statewide footprint. One institution was purchased under a loss-share agreement with the FDIC and the other purchase was a deposit-only transaction with performing loans purchased following the transaction.

### **Washington Mutual Bank, F.A. / JPMorgan Chase - 1997 to 2009**

#### **Senior Vice President and Southeast Division Executive**

- Managed fifth largest Financial Institution in deposit market share in Florida. Responsibilities included sales management, deposit and loan production (consumer, credit cards, small business and mortgage), profitability, budget, facilities, training, operations, compliance, audit, recruiting and community commitment for Florida branch network, state and national government relations committee, as well as opening and closing branches.
  - o Grew to over \$12 Billion in Deposits – 5th in FL market share
  - o Managed network of 257 Branches - (20 counties in Florida included East & West Coasts)
  - o 2,700 Employees Serviced over 1.2 Million Consumer Households and Small Businesses
- Direct reports - 15 Regional Managers, Division Operations Manager, Division Sales Support Manager, Division Finance Manager, Human Resources Manager, Division Marketing Manager, and administrative staff and analysts
- Indirect reports and partnerships - Small Business Market Manager, Business Development Officers, Small Business Relationship Managers, Mortgage Regional Manager, and Mortgage Loan Consultants, and Licensed Bank Investment Program.
- Co-managed an interim organizational hierarchy (2005-2006) that included responsibility for multiple states and over half of the banks Nationwide Retail Bank Distribution Network and Telephone Banking Sales and Call Centers (approximately 1,100 stores and 10,000 employees, Florida, Georgia, New York, New Jersey, Connecticut, Illinois, Texas, and Southern California). This assignment also included participation as a key decision maker for Retail Bank in the areas of Sales Management, Goal Setting and achievement, Product development and Pricing, liaison to Marketing, Call Center expansion, Card Services, Finance, Investments, Operations, Audit, Compliance and Executive Committee. Influenced product and marketing decisions for Consumer and Small Business deposit and lending offerings, Member of Public Policy and Government Relations Committees.
- Chaired the nationwide Political Action Committee (WaMuPac); member of the Southeast Market Leadership Committee; Served on National Committees: Crisis Management Committee, Public Policy Management Committee, Operational Integrity Governance Committee, and Government Relations Council.

### **Great Western Bank (Acquired by Washington Mutual) 1990 – 1997**

#### **First Vice President – South Florida Territory Sales Manager**

- Administered day-to-day operations; established goal setting supervised compliance and audit functions; and managed deposit/loan sales for counties of: Dade, Broward, Palm Beach, Martin, St. Lucie, and Brevard.

## **GWYNN COCHRAN VIROSTEK**

1599 Old Port Drive Tallahassee, Florida 32301

Mobile: 954-629-1184

[gwynnvirostek@aol.com](mailto:gwynnvirostek@aol.com)

- Reported to Vice Chairman and Executive Committee Special during special assignment in California for company-wide re-engineering and cost-reduction initiative. Managed project team, outside consultant team, and various branch operations areas and product teams.
- Appointed to a special assignment in as one of two regional managers in the company responsible for streamlining projects for Retail Bank.
- **Awards for exemplary sales and customer service performance**
  - Awarded "Tony Award" for Top Regional in Nation
  - Selected as Florida Regional Manager of the Year
  - Chosen as Florida Territory Sales Manager of the Year
  - Received Davis Cup (Top Florida Branch), awarded to branches nine times
  - Ranked in Top Third region/territory in the nation (Combined sales and service six years)

### **CenTrust Bank (Acquired by Great Western Bank) June 1988 – June 1990**

#### **Senior Vice President – Area Manager and Branch Operations Manager**

- Managed 33 Retail Bank branches (3 regions, 240 employees) with deposit base of over \$1 Billion
- Responsible for profitability, deposits and loan production
- Managed day-to-day operational support (including compliance/audit) for Florida branch network (71 branches)
- Data Processing Change Management Committee member
- Managed Retail Bank procedure/policy development team
- Managed new product/service implementation projects
- Retail Banking liaison to: Operations, Data Processing, Product teams (lending and deposits) and Marketing
- Project Administrator – managed integrated branch automation project

### **Wachovia / First Atlanta / Cobb County Bank (Atlanta, Georgia) 1978 – 1988**

#### **Assistant Vice President – Manager Retail Bank Systems Development**

- Georgia Automation Project – Statewide implementation upgrading branch workstations to IBM PS/2
- Hogan/IBM mainframe projects: conversion of demand deposit and line-of-credit systems, implementation of CIF (400K accounts, 1.5MM Customers)
- Managed training, procedure/policy development, and conversion support for 130 retail branches (1,500 employees) as well as back-office areas
- Managed customized development of menu-driven customer service front-end system for all Hogan applications and CIF
- Developed Personal Banking Sales tracking system – interfaced to all mainframe application systems to track sales performance for individuals, branches, regions, and bank.
- Managed statewide implementation of sales tracking program including training, support and reporting
- Managed development and implementation of on-line check ordering system
- Developed and implemented standard banking center audit policies/procedures
- Retail Banking liaison to marketing and data processing for product/service development and implementation

### **COMMUNITY AND INDUSTRY INVOLVEMENT (Past and Current)**

- **Florida Bankers Association** - Chairman of the Board of Directors, 2006 – 2007 (Current member)
  - Board of Directors, Executive Committee, 1997– 2009
  - Chairperson for Large Bank Tier III (Financial Institutions \$1 Billion and above)
  - Government Relations Committee (past Chair) and FBA BankPac Committee (past chair)
  - Director – Supervisors Academy
  - Chair of Womens Inaugural Statewide Leadership Conference for Women Bankers – 1st Year 2013



## **GWYNN COCHRAN VIROSTEK**

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- **Chairman of the Board** – Florida's Foundation – formerly Governors' Volunteer Florida Foundation – supporting initiatives for the Governor of Florida (past 15 years). Managed Florida Disaster Relief Fund, Governors Fellows Program, Points of Light, and DSO for FL Adoption programs.
- **Chairman of the Board** – Barbara Bush Foundation for Family Literacy. A Nationwide nonprofit to promote literacy. Founded by First Lady Barbara Bush. Currently serve on the Board of Directors, Investment Committee and Chair the Audit Committee
- Board of Directors – Big Bend Hospice Foundation – Current, Spring Fling Planning Committee
- Guardian ad Litem Board– District 2 Tallahassee, FL – Current
- Guardian ad Litem – District 2 Tallahassee, FL - Current
- Council for Education Change: Florida Education Advocacy (Treasurer, Executive Committee, Board)
- American Bankers Association – Past member of the Administrative Committee of the Government Relations Council representing Florida banking industry as well as nationwide issues
- Past Board Member and Funder of Florida Tax Watch – statewide tax advisory organization
- Center for Teaching Quality - National Organization Education and Teaching, Chapel Hill, NC – Board
- South Florida Annenberg Challenge (5 Year, \$100MM Education Initiative to Improve Florida's Education System) Board, Executive Committee/Secretary-Treasurer & Finance Committee Chair
- Broward County United Way- Board of Directors & Finance Committee
- SunFest of Palm Beach County (15 years) Board 8 years, Treasurer, Finance Committee Chairperson
- Miami-Dade Housing Authority Board Member
- Broward County Education Foundation Board Member and Finance Committee
- Handy Member – Helping Abused and Neglected Dependent Youth for Broward County
- Guardian Ad Litem in Broward County for 2 ½ years
- Board Member and Treasurer of the Lake City - Florida State Seminole Club
- Board Member – Association of Fundraising Professionals – North Central Florida Chapter

### **AWARDS AND RECOGNITION**

- Florida Bankers Association Statewide Banker of the Year 2003
- Florida Bankers Horizon Award – awarded to banker who goes above and beyond for the Industry – 2001
- Corporation of the Year – Atlanta Black Businesses - 2007
- Sun Fest's President's Award for Volunteerism – Palm Beach County
- Orange Bowl Committee Volunteerism Award
- Palm Beach County Junior League Women of the Year Nominee, 2004
- The City of Hope Women of the Year Award – Broward County, 2003
- City of Hope – Award for Corporate Commitment Tampa Bay, 2008
- Executive Advisor to Cresthaven Elementary – Partnership to Advance School Success (PASS)

### **EDUCATION**

- Eckerd College, St Petersburg, Florida – Bachelors of Arts: Business Management, Magna cum Laude
- ABA Stonier National Graduate School of Banking – Three Year Program; University of Pennsylvania, Philadelphia, 2007 through 2009