

CHARLES F. MANSFIELD, JR.
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MANAGEMENT CONSULTING

2000-Present

DVC GROUP INC.

1997-2000

Executive Vice President, Legal and External Affairs. Served as senior advisor to CEO and CFO. As liaison with the investment banking and legal communities, helped position firm for its sale to Chicago-based Lake Capital. As consultant, served as a business strategist, merger and acquisition advisor and acting head of human resources.

MANAGEMENT CONSULTING

1991-1997

Provided consulting services to money-center banks, insurance firms, federal agencies, law firms and not-for-profits in strategic planning, information technology, business process reengineering, credit policy, market research and communications.

- At **COOPERS & LYBRAND** (1995-1996) served as senior business development and project manager. Identified over \$7 million in new business opportunities.
- In **private consulting** (1991-94) managed strategic planning and market research projects, and gave seminars in credit/lending, asset-liability management, financial markets, international banking and trade finance to Russian, Ukrainian, Armenian, Kazakh, Moldovan and Taiwanese bankers, businessmen, economists and other groups in Britain, Russia, Kazakhstan and the U.S.

As executive in not-for-profit fundraising, succeeded in raising over \$15 million.

THE CHASE MANHATTAN BANK, N.A.

1988-1990

Chief Financial Officer of \$13 billion retail banking sector and later **Division Executive** responsible for \$9 million profit center with 22,000 households and staff of 140.

- Reengineered Financial Management Group and saved \$1.1 million, twice plan.
- Achieved additional savings of \$2.5 million through own strategic initiatives and personal monitoring of external expense control.
- Developed and wrote sector strategic and business plans.
- Increased net revenue and profit 20% and 30%, respectively; grew consumer loans 26%; and exceeded profit plan by 13% through expanded cross-selling, greater emphasis on service quality, telemarketing and revitalized marketing and call programs.
- Acquired and successfully integrated the two largest Long Island (NY) branches of the former Seamen's Bank for Savings, increasing deposits and market share more than \$250 million.
- Developed and implemented IMPAQS (Improving Management Productivity And Quality Service), a program that served as a prototype for larger Chase units.

ARTHUR YOUNG & COMPANY

1986-1988

Partner and financial services industry consulting practice leader responsible for delivery of professional services to commercial banks, thrift institutions, Wall Street firms, insurance companies and international financial institutions' U.S. entities. Staff of 25.

PRUDENTIAL-BACHE TRADE CORPORATION

1985-1986

Chief Executive Officer of PBTC International Bank responsible for building and heading the marketing team; managing lending, funding and operations functions; and cross-selling with financial "windows" of The Prudential Insurance Company. Established the bank in New York City with subsidiaries in London and Hong Kong, and spearheaded global marketing thrusts. Recruited senior management team.

- Developed and implemented plan that achieved 20% ROE in second full year.
- Led negotiations with Federal Reserve and managed start-up.
- Represented bank in merger negotiations between major American and Japanese industrial clients.

MARINE MIDLAND BANK, N.A.

1981-1985

Senior Vice President responsible for domestic and international lending and other financial services to corporate customers in commodity trading and export-import market segments with units based in New York, London and Singapore. Also managed Houston and Los Angeles Edge Act offices, as well as corporate strategic planning for an export trading company. Member, Credit Management & Policy Committee, and director and executive committee member, Marine Midland International Bank. Managed \$2 billion in credit facilities and staff of 50.

- Exceeded profitability targets despite recession, unprecedented protracted weakness in global commodity prices and resultant lower volume.
- Strengthened structure and performance of global commodity banking organization by decentralizing authority and accountability, and broadening market thrust to continental Europe and Asia.
- Established new unit in Singapore to expand Pacific Rim trade financing opportunities.
- Reengineered unprofitable operations, redeployed resources, and saved \$1 million annually.
- Developed and won approval for export trading company. Led joint-venture negotiations.

CITIBANK, N.A.

1973-1981

Vice President. Held various domestic and international positions in New York, London and Paris in corporate lending, credit policy supervision, international banking, professional education, bank consulting and asset-based finance.

- As region head for southeastern United States, organized, staffed and managed newly formed business unit and profit center. Exceeded profit target in first year of operation.
- Created, staffed and managed new department that successfully built and implemented credit-scoring system for newly established vendor leasing business.
- Developed, wrote and implemented major marketing plan for fixed-rate asset-hedging liabilities.
- Instituted and implemented first successful risk asset management process in bank's Paris branch. Conceived and marketed "Parallel Lending," a financial innovation designed to take advantage of French central bank controls.
- Wrote "Credit Policy and Risk Acceptability for International Financial Institutions," which was disseminated to the bank's offices worldwide.
- As analyst for credit policy committee chairman, had numerous recommendations adopted and implemented. Youngest officer to hold position, first incumbent promoted.

BANKERS TRUST COMPANY

1969-1973

Assistant Treasurer. Successfully completed management training program and gained experience in corporate banking, money market trading and operations.

UNITED STATES MARINE CORPS

1966-1969

Captain. Served in U.S., Japan and Vietnam. Honorable discharge.

EDUCATION

New York University - M.B.A. (Finance)

College of the Holy Cross - A.B. (Sociology)

Chaminade High School

MISCELLANEOUS

- Director/trustee of the Federated Funds of Federated Investors, Inc., a \$400-billion mutual fund complex headquartered in Pittsburgh and listed on the New York Stock Exchange. Also chairman of the Funds' audit committee.
- Read, write and speak French.
- Extensive cross-cultural awareness of business activities, especially in Europe and Asia.
- Assistant professor of banking and finance (Hofstra University, 1991-1995).
- Graduate of Actors-in-Advertising Voice-over School.
- Public speaker and author. (Publications list available.)