

Donato A. Affatato

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Employment

Fulton Financial Corporation, Mantua NJ

Assistant Sales Manager of the Direct Banking Center 2011 -present

I am in charge of FFC's internet and phone sales for all of New Jersey and a portion of Pennsylvania. I manage a team of sales representatives and track sales numbers as well as, mentor and manage them on account openings. We process all the loans done over the Internet and phone and we follow them through closing. We work with the Mortgage Department Processors and Title Companies to close Home Equity products alongside mortgages. We went from \$6 million in sales of deposits and loans my first year and increased to \$8 million in 2013. We are currently on pace to increase those numbers in 2014. I also assist the service managers and help supervise the call center team of 20 employees.

3rd Federal Bank, Newtown PA

Assistant Branch Manager/Head Teller 2010-2011

All of the Assistant Manager duties below as well as these head teller duties: Audit cash boxes, vaults, and monetary items. Handles account opening, loan application and loan closings.

TD Bank N.A., Bensalem PA

Assistant Branch Manager, 2006 – 2009

I handled the branch's day-to-day operations. I completed daily, weekly and monthly reports on time and completed monthly schedule. Submitted payroll bi-weekly. I also coached employees on branch operations. I was in charge of loans in my branch, had a leading limit of \$1,000.00, where I could approve a loan up to that amount without supervisor approval. Took disciplinary action when necessary, and completed and issued written warning and terminations.

Citizens Bank, Southampton PA

Assistant Teller Manager, 2002 – 2006

I was responsible for half the vaults cash. I completed monthly schedule and resolved customer issues. I referred clients to CSRs, financial advisor or lenders. I supervised tellers, opened branch, and settled the branch's cash.

Notable Achievements

- While working at TD Bank I was promoted twice in one year. I began as a CSR then was promoted to Sr. CSR and then achieved the Assistant Branch Manager position.
- I was the business-banking specialist at TD and accompanied Business Lender on sales calls.
- Citizens sent me to Cleveland for 2 weeks and trained employees of a new bank we acquired.

Education

Bachelors in Business Management (to be completed by December 5, 2014)

Temple University, Philadelphia, PA 2010-present

Associates in Business Administration

Bucks County Community College, Newtown, PA 2009-2010

Holy Family University, Philadelphia, PA 2000-2002

Archbishop Ryan High School, Philadelphia, PA 1997 – 2000