

# RICHARD S. STONE

Tepeyahualco 44-A  
Col. La Paz  
Puebla, Puebla 72160  
MEXICO

+1.216.255.6767, +52-222-887-2583

richardstone999@gmail.com

## SUMMARY

Results producing and seasoned **International Executive**. Thrives working and living in multicultural and offshore environments. Focused, adaptable, tenacious, innovative, embraces new challenges, independent and at the same time a team player. Recognized for achievements in developing and optimizing global resources, as a leader-by-example, who demonstrates bottom-line focus for strategic and operational decisions. Thunderbird MBA. Fluent in Spanish and previously fluent in French.

## INTERNATIONAL AREAS OF EXPERTISE

• Distressed loan and real estate management	• Business development in private sector and correspondent banking	• Export credit insurance / risk mitigation tools
• Credit evaluation and structuring	• Loan Review	• Product Development
• Documentation	• Trade	• Operations

## PROFESSIONAL EXPERIENCE

### **Gestiona Capital Soluciones**, Mexico City

2011

A financial institution specializing in providing import loans to Mexican companies, supported by credit insurance and guarantees of the Export Import Bank of the United States.

#### **Director, Trade Finance** (independent contractor)

Responsible for all international relationships including the Export Import Bank of the United States, the Private Export Funding Corporation, exporting manufacturers and export credit insurance brokers. Manage and oversee all aspects of application processes from initial evaluation of request viability, loan structuring, review of legal and disbursement documentation. General consultant and support for all facets of this new company.

### **NATIONAL CITY BANK**, Cleveland, OH

2001 – 2010

#### **Vice President and Manager**, Trade Finance

(2006 – 2010)

Sourced and funded all types of corporate (non-bank) lending, primarily risk mitigated trade finance directly to foreign companies, as well as note receivable facilities to exporters, forfaiting and lease fundings. Used many risk mitigation tools including Eximbank, OPIC, EBRD, parent guarantees, risk participations and letters of credit.

#### **The Americas**

(2005 – 2006)

#### **Mexico, Caribbean and Canada**

(2005 – 2005)

#### **Mexico and Emerging Markets**

(2001 – 2005)

Sold loans and services, managed correspondent banking and corporate trade finance in these geographic areas: Middle East, Africa, CIS, and South Asia.

### ***Illustrative Successes and Accomplishments***

- Structured and completed first ever loan at National City risk mitigated by the Eximbank FIBC product, in 2003.
- Established and cultivated the relationship with the EBRD Trade Facilitation Programme with National City Bank as a confirming bank that became a widely used tool to support exporting clients.
- Created the procedures for the Eximbank FIBC product for administering these short term revolving loans. Later created a new version to issue a letter of credit as drawdown mechanism thereby creating a guarantee of payment to the exporter.
- Structured a \$204MM, 30 month rolling confirmation of an Algerian issued letter of credit through a combination of direct and participated risk to support export client. Managed the risk participation. Satisfied exporter's need to structure as risk of a U.S. bank and reduced exporter's cost by only confirming three months of risk at a time as project progressed.

- Evaluated, structured and funded a \$10MM 100% OPIC supported loan to a real estate development finance company in Mexico.
- Structured, presented, documented and funded \$17.7MM of medium term U.S. Eximbank supported loans to the Ministry of Finance of Jamaica for the purchase and fleet renewal of firefighting vehicles from a major US supplier.
- Established and funded a \$41MM a forfait funding for short term revolving lines for export of materials and meats and medium term loan for vessel finance supported by private insurance.
- Developed business in the Mexican market and grew the portfolio from zero to over \$100 MM over two years.
- Built and institutionalized structure for over twenty consultants who acted as relationship managers to source clients, sold credit and non-credit products, and participated in all aspects of process including proposal, credit application, loan documentation, loan disbursement and on-going relationship management.
  
- Trained consultants in early 2004 and established integral training program with emphasis on pre-screening of prospects, standardized forms and procedures, and treasury management products. Additionally, managed business development consultants in Mexico, India, Romania, Brazil and Chile.

**BUSCANDO ESPACIOS, SA de CV**, Puebla, Mexico

**2000 – 2001**

**General Manager**

Created, designed and managed an internet real estate listing service, from inception, including the incorporation, design, construction and operation of the company and its site. Company was profitable within the first month of opening.

**BRIMCO, S de RL de CV**, Mexico City, Mexico

**2000**

(Subsidiary and joint venture of Deutsche Bank and J.E. Robert Companies)

**Senior Credit Officer**

Voting member Regional Asset Committees. Monitored and promoted flow of business plans and proposals to asset committees, tracked approvals to assure timely closing and collection of asset disposition proceeds of the loan and real estate owned portfolios.

- Participated in preparation of individual asset budgets to assure quality of projections for amount, timing and type of disposition.
- Prepared credit manual to ensure consistency in understanding of policies in a start up environment.

**BANCA SERFIN (now Banco Santander)**, Mexico City, Mexico

**1997 – 2000**

**Executive Director**, Credit Administration

Administered commercial credit nationally, managing US \$8.9B of outstanding commercial loans, via fifteen offices and 160 employees.

- Consolidated operations reducing costs by 75% while maintaining operating volume and service level.
- Created procedures and wrote manual for the credit administration department.
- Implemented new commercial loan operations system.
- Detected and avoided \$2MM internal fraud.
- Voting member Corporate Credit Committee and authorized signer under three signature systems.

Credit Administration included four key areas of control and oversight which were an integral part of the credit process assuring asset quality in terms of:

- Loan disbursement control: Reviewed loan documentation to assure that it conformed to credit policies and authorizations prior to disbursement.
- Credit: Wrote opinions of loan proposals, long term loan covenant and loan review follow-up.
- Legal Opinions: Reviewed articles of incorporation and powers to assure borrowers' legal ability to enter into financial obligations as authorized, and
- Custody of loan documentation: Safeguarded original loan documents and credit files.

**BANCO NACIONAL DE MEXICO** (Banamex, now owned by Citibank)

**1993 – 1997**

**Credit Head**, South Division, Puebla, Mexico

(1996 – 1997)

Managed credit authorizations and processes, past due loan restructurings, collections and write-offs, loan review, administration and sale of other real estate owned, and agri-business administration and oversight.

- Managed a staff of twenty-three with five direct reports.
- Ranked first place among six national divisions in reduction of past due loans.

**Subdirector**, Revision de Credito (Loan Review), Mexico City (1993 – 1996)

Evaluated the bank's loan portfolio and reported results to the bank's management for the Northwest and Gulf Divisions.

- Briefed the Senior Credit Committee Chair on loans and restructurings being presented for approval.
- Coordinated and managed work groups of twenty people visiting one branch each month for two week periods.
- Designed a computerized and upgraded loan review system to more accurately assess the risks including an automated database combining Microsoft Word, Access and Excel.
- Enhanced the loan review sampling selection based on accurate, complete, timely and independent quantitative and qualitative information.

**HARRIS TRUST AND SAVINGS BANK, Chicago, IL**  
**1993**

**1981 –**

**Vice President and Regional Manager** (1990 – 1993)

Asia / Pacific, Latin America, and West Coast Money Center Banks

Managed a \$1.5B correspondent bank portfolio; business development officers in Asia, and nostro / vostro accounts.

- Sold treasury products including foreign exchange and futures trading services, US dollar clearing and concentration accounts, trade finance, EDI, global custody and securities lending.

**Vice President**, Canadian Corporations, and (1989 – 1990)  
**Regional Manager** – Latin America

Sold credit and cash management services to Canadian corporations, directly to parent companies in Canada and to their US subsidiaries.

- Sold the bank's largest lockbox account to North America's largest business forms manufacturer.

**Vice President and Regional Manager** – Latin America (1987 – 1989)

Handled all business development, restructurings, and asset sales, working with the Chief Credit Officer, legal and accounting experts.

- Sourced, structured, prepared and won a proposal which was approved and funded to provide Eximbank / PEFCO supported financing and letters of credit for \$18M to a Mexican / US joint venture company in Mexico.

**Representative, Assistant Vice President, Country Manager**, Mexico City, Mexico (1984 – 1987)

Managed the \$170MM portfolio (over 1% of the bank's assets), provided market intelligence, and developed and implemented a marketing plan.

- Marketed and sold for the first time in the Bank's history in Mexico a loan swap, two personal trust investment accounts, FOMEX financing, and cash collateralized letters of credit.

**International Banking Officer** (1981 – 1984)

Managed portfolio and called on customers and prospects in the Midwest to develop import and export finance business.

- Analyzed the Export Trading Company Act and made recommendations to the bank's president.
- Structured and received Eximbank's approval for a \$20MM financing package for the export sale by North America's number one manufacturer of radio telecommunications equipment to the Mexican Secretary of National Defense.
- Trained in Harris Bank's renowned credit analysis program.

**EDUCATION**

**MBA**, International Management, Finance emphasis,  
Thunderbird School of Global Management, Glendale, AZ

**BA**, Double Major: International Relations (focusing on economic development) and French,  
University of Minnesota, Minneapolis, MN  
Includes one year, Université de Dijon, Dijon, France  
Alliance Française, Paris, France

**LANGUAGES**

English-native  
Spanish- fluent  
French- previously fluent

**PERSONAL**

Work Authorization, FM2 Visa for Mexico, "Inmigrado"