

# Kimberly Knaisch

## VP Commercial Relationship Manager

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Lakeland, FL

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### Objective

To apply my 30 years' experience in relationship management and banking to provide strategic financial oversight, decision-making, and leadership, with a commitment to driving organizational growth, fostering community development and ensuring long-term sustainability.

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### Education

Florida Southern College -Bachelor of Science degree in Finance - 1997  
Polk Community College – Associates of Arts Degree 1995

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### Key Skills

Executive level Negotiation  
Business to Business Sales  
Strong Relationship Builder

Communication  
Problem-solving  
Qualifying / Closing Customers

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### Experience

Bank of Central Florida – 2018 to Present – VP Commercial Relationship Manager – Responsible for managing and driving growth in a \$150 million deposit portfolio and \$60 million loan portfolio. Develop and maintain relationship with clients and prospects to support their business and financial goals, providing strategic advice and tailored financial solutions. Actively identify and pursue new business opportunities, leading to increased portfolio size and profitability.

Hancock Bank – December 2015 – November 2018 – VP Small Business Banker – Prospected, cold-called and networked extensively to develop and expand business opportunities within the small business community. Built and nurtured relationship with small business owners to understand their financial needs. Managed a portfolio of small business clients, ensuring their financial goals were met through strategic guidance and the provision of relevant banking products and service.

Bank of America – May 1995 – October 2002 and January 2013- December 2015,  
Small Business Banker – Jan. 2013- Dec 2015  
Banking Center Manager 1999 – 2002  
Recruiter – 1998-1999  
Teller – May 1995 - 1998

TP Orthodontics – January 2011 – January 2013  
Territory Manager – Medical Sales – Orthodontics – Florida  
Responsible for business-to-business sales of Orthodontic supplies and appliances. Team player of the year 2011, Territory Manager of the Qtr. 2012, Exceeded annual sales goals each year by an average of 114%.

Smartstreet- a division of RBC Bank - September 2007 – November 2010  
Regional Account Executive – West Florida

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Responsible for Business-to-Business sales of Information Technology and financial services to property Management companies and homeowners' associations.

National City Mortgage – February 2006- September 2007

Producing Sales Manager

Responsible for outside sales and production of the office. Cold Calls to builders, realtors and current National City Mortgage customers. Responsible for recruiting and hiring process of top loan officers. Increased production from \$0-\$20 million for the office.

Chase Manhattan Mortgage October 2002 – February 2006

Sr. Loan Officer

Ranked in the top 10% in the state of Florida for purchase business. Million-dollar club member 10 months in a row. Rookie of the year 2006. Started and maintained relationship as a preferred lender with one of the largest builders in Polk County – Solivita.

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## Community Involvement

President Elect for Lakeland Tigertown Rotary 2024/2025

Treasurer for Lakeland Tigertown Rotary 2023/2024

CFDC Investor Relations Committee 2020 - Present

Leadership Lakeland Class 39

Emerge Lakeland Steering Committee 2018-2021