

ALEX IBARRA

EDUCATION

University of California at Berkeley, Berkeley, CA

May 2016

Bachelor of Arts, Political Economy with a Concentration in Globalization and International Trade

EXPERIENCE

Wells Fargo & Company, Long Beach, CA

August 2019 – Present

Relationship Manager / Commercial Banking

- Establish and maintain relationships with a portfolio of 28 clients generating in excess of \$2 million in net profit, developing new business opportunities, and interacting with executives of companies to provide financial solutions.
- Collaborate with product partners to identify potential cross-sell opportunities for clients such as treasury management, equipment finance, asset-based facilities, foreign exchange, interest rate derivatives, and SBA.
- Completed Wells Fargo's 3-month Credit Management Program which focuses on developing advanced credit analytics, portfolio management, structuring, negotiation, and leadership skills through an in-person classroom lectures, collaborative projects, and credit case studies. Areas of focus include middle market banking, corporate/investment banking, capital markets, and asset-based lending. In addition, the program provides knowledge and exposure to various other wholesale bank lines of business to further enhance knowledge of commercial banking capabilities and product offerings.

Wells Fargo & Company, Long Beach, CA

June 2016 – August 2019

Financial Analyst / Commercial Banking

- Responsible for supporting a lending portfolio consisting of over 225 relationships with an aggregate credit exposure in excess of \$2.5 billion. Credit exposure includes traditional commercial and industrial loans, real estate loans, asset-based lending loans, and syndicated loans.
- Supported Relationship Managers and Loan Team Manager by conducting annual reviews and underwriting new deal request memos which include recommending credit ratings and loan structures, analyzing financial performance, identifying key risk factors and mitigants, identifying sources of repayments, conducting collateral analysis, and evaluating the qualitative strengths and weaknesses of clients.

Residential & Student Services Program (RSSP), Berkeley, CA

August 2013 – May 2015

Resident Advisor

- Responsible for developing interpersonal relationships, enforcing policy and helping mediate and resolving conflict for more than 70 residents within the Residence Halls.
- Managed budget for five community development projects per semester for over 2,500 students.

Wells Fargo & Company, Los Angeles, CA

Summer of 2014 and 2015

Summer Financial Analyst / Commercial Banking

- Underwrote in excess of 15 credit reports with aggregate credit exposure of \$300 million. Credit reports focused on credit quality utilizing financial performance, key risks, and industry analysis.
- Identified borrowers with direct credit exposure in excess of \$10 million. Completed credit reports specific to companies identified as Leveraged Lending policy exception credits utilizing enterprise value and key leverage ratio analysis.

LEADERSHIP

Weingart East Los Angeles YMCA, Los Angeles, CA

August 2017 – Present

Financial Development Committee Chairman and Board Member

- Responsible for recruiting new board members, engaging current board members with quarterly social events, and contacting leads to fundraise on behalf of the YMCA. Raised in excess of \$100,000 for the YMCA's 2017/2018 annual campaigns.

Riordan MBA Fellows, Los Angeles, CA

August 2019 – May 2020

Riordan Fellow

- Admitted and contributed my diverse experiences in graduate-level discussions and case studies led by UCLA Anderson faculty. Served as a mentor for the Riordan Scholars Program