

CARA BLANKENSHIP

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SENIOR EXECUTIVE OFFICER

LEADERSHIP, VISION, STRATEGY & TACTICAL EXECUTION

Global Executive Officer, specializing in delivering billion-dollar growth through mergers and acquisitions, downsizing, integrations, divestitures, startups, crisis management, capital raises and balance sheet restructures.

SNAPSHOT OF VALUE OFFERED

- ➔ **Start Ups:** Catapulted startup Chicago division of Old National Bankcorp from \$0 to \$3 billion dollars, strongly positioning company for continued international growth.
- ➔ **Initial Public Offering:** Rose \$40 million in private equity funding to recapitalize Old National, avoiding bankruptcy and saving thousands of jobs.
- ➔ **Legal:** Successfully resolved several compliance and governance issues at Klein Bank, including a \$14 million SEC claim, FDIC Cease and Desist Order and \$1.5 billion class-action lawsuit.
- ➔ **Organization Restructure:** Led aggressive restructuring of Klein Bank's Insurance Ventures that saved \$250 million.

AREAS OF EXPERTISE

Growth Leadership
Change Management
Restructuring
Six Sigma Training/Black Belt
Negotiation
Chicago MBA
Due Diligence
B2B & B2C

PROFESSIONAL EXPERIENCE

OLD NATIONAL BANCORP | Minneapolis, MN

2014 to Present

A regional bank with over 150 retail branches operated by Old National Bancorp and based in Evansville, Indiana.

Vice President

Chairman Board of Directors

\$23.4 Billion | 30 Branches | 1100 Employees

Aggressively recruited from Klein bank to recapitalize, turn around and transform several branches from non-compliance operations to streamlined, customer focused banks. Steer governance, operations and stakeholder matters, overseeing a team of mid-level executives (P&L and Control Leaders) and nine-member Board of Directors.

Provided vision and led execution of several preventative measures ahead of global crisis. Personally expanded liquidity by \$800 million, upgraded capital by \$300 million, and restructured over 15,000 mortgages.

Action & Results

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Action & Results (continued)

- Transformed the business model from mortgage trading activities to retail banking. Added 500,000 retail banking customers while maintaining the #2 position in the mortgage market.
- Pioneered the first ever Private Equity investment in a bank holding company in the US and Canada.
- Embarked on aggressive cost cutting measure that saved the bank \$250 million through workforce reductions and supplier management. Implemented Six Sigma process redesigns.

Personnel Development

- Upgraded and developed the entire workforce by replacing the top 3 layers of management and establishing a \$2 million leadership training center.
- Taught ONB’s first and second executive tiers, a five-month Harvard Business School leadership program.

Awards

- Recognized with several international awards for campaign to redevelop and re-launch the corporate brand (Corporate Image Transformation, SABRE Award, American Business Award, and PR News).
- Heightened visibility of the company, creating numerous award winning community campaigns focused on the environment, empowering women, and expanding cultural and financial literacy.
- Received 2013 Minneapolis Chamber of Commerce Award for Excellence in the Banking Sector.

KLEIN BANK | Chaska, MN

2001 - 2014

Operated 21 bank branches. The largest family-owned state bank in Minnesota with assets over \$1.9 billion.

Vice President – Consumer Finance | 2010 - 2014

\$3 Billion | 6 Countries | 3,000 Employees

Set vision and executed strategies that met and regularly exceeded profit targets for products including: loans (cash, mortgage, commercial), bankcards, sales finance, private label credit, insurance products and loyalty programs distributed through B2B and B2C.

Grew assets and net income from \$0 to over \$3 billion USD and more than \$25 million in earnings. Originated 4+ million consumers; created 12+ new products; built 1000+ in-store branches and 100+ retail branches; and hired and developed 3000+ people.

Action & Results

- Positioned company to capture 83% of retail segment.
- Acted as a catalyst for the development of several technologies that created sustainable competitive advantages.

EDUCATION

UNIVERSITY OF PENNSYLVANIA, PHILADELPHIA

Master of Business Administration (Executive MBA Program) | 2009

Bachelor of Science in Economics and Finance | 2003

CERTIFICATION

INTERNATIONAL ASSOCIATION FOR SIX SIGMA CERTIFICATION (IASSC) | **Certified Lean Six Sigma Black Belt**