

Bob Tanon
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Skill Summary Skilled executive with extensive background in and thorough knowledge of business ownership, marketing, operations, bank operations and mortgage, commercial, and consumer lending. Experienced in developing and implementing competitive products, programs and services. Exceptional organizational, analytical, inside and outside sales and managerial skills.

Experience **GymStars Gymnastics, Inc. Stockton, CA** *January 1999-current*
June 1985-current **CEO/President**

- Supervise 70 employees and total company operations for main office and two locations with a total of \$2.5 million in sales.
- Developed and continue to implement new business development plan, which includes new programs and products, calling on customers and prospects while enhancing company's image in the community.
- Established a system to develop supervisors and managers to the support the company as it grows.

Union Safe Deposit Bank Stockton, CA *August 1998-Jan. 2000*
Vice President Business Development

- Expanded business development to include deposits, loans and financial services through several marketing channels.
- Managed business clients and make recommendations for business growth, succession, employee benefits and retention.

MetLife Stockton, CA and New York, NY *Feb. 1992-July 1998*
Manager

- Developed the Hispanic recruiting and training department. Performed employee evaluations, scheduled continued education and training, and assisted with career and sales development.
- Managed all daily branch operations, including opening and closing of branch, implementing and maintaining policies and procedures, ensuring compliance with federal regulations, customer contact and conflict resolution.
- Developed business relationship sales and support and provided business owners with systems and products to improve employee retention and business succession planning.

Delta National Bank, Manteca and Denair, CA *Dec. 1985-Feb. 1992*
Branch Manager

- Developed, originated, documented, and closed commercial, consumer, and mortgage loans, concentrating in residential construction lending and commercial lending.
- Provided service to auto dealership and provided flooring and auto financing for their customers.
- Expanded business development to include deposits and loans, which increased loan business 50% by building relationships with existing and new bank clients.
- Supervised 10 employees and managed all daily branch operations, including opening and closing of branch, implementing and maintaining policies and procedures, ensuring compliance with federal bank regulations, customer contact and conflict resolution.