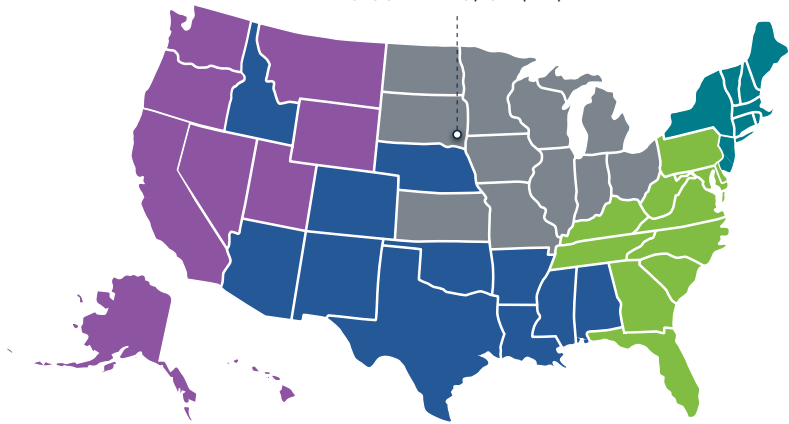


# BUSINESS DEVELOPMENT OFFICER TEAM

SIOUX FALLS, SD (HQ)



EAST (E)

HEARTLAND (HL)

MID-ATLANTIC (MA)

WEST (W)

MIDWEST (MW)



**John Profitlich** E  
Dir, Regional Business Development Officer  
516.770.6461  
jprofitlic@thebancorp.com



**Mike Falkenstein** E  
VP, Business Development Officer  
302.545.4920  
mfalkenste@thebancorp.com



**Gregory Fat** MA  
Dir, Regional Business Development Officer  
302.791.4233  
gregfat@thebancorp.com



**Neal Nowakowski** MA  
AVP, Business Development Officer  
302.385.5343  
nnowakowsk@thebancorp.com



**Gio Roldan** MW  
Dir, Regional Business Development Officer  
630.244.9721  
groldan@thebancorp.com



**Aron Kouril** MW  
AVP, Business Development Officer  
605.254.2534  
akouril@thebancorp.com



**Derek Glitz** HL  
VP, Regional Business Development Officer  
484.661.3716  
dglitz@thebancorp.com



**Tom O'Neill** HL  
AVP, Business Development Officer  
302.385.5041  
toneill@thebancorp.com



**Dianna Singh** W  
VP, Business Development Officer  
801.991.0796  
dsingh@thebancorp.com

## INSTITUTIONAL BANKING SALES LEADERSHIP TEAM



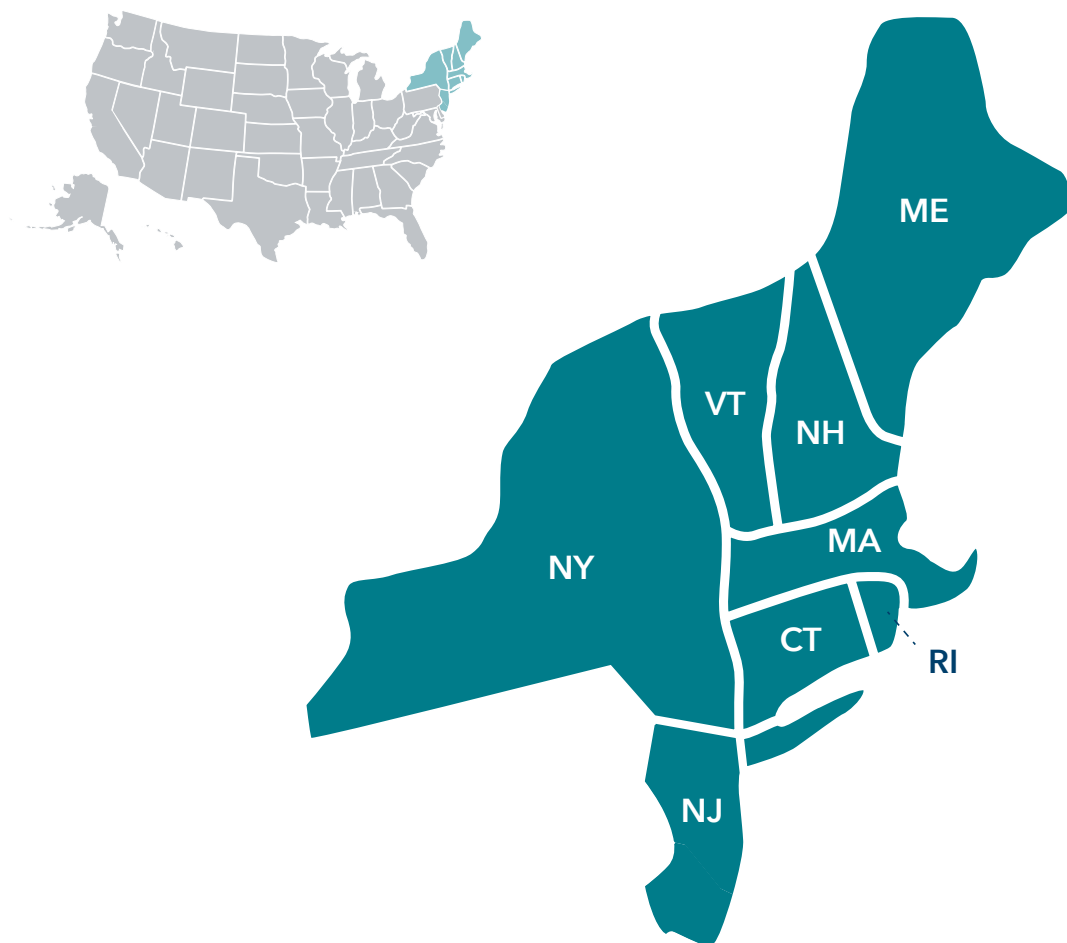
**Joe Bennett**  
Director, Head of National Accounts  
904.762.8711  
jbennett@thebancorp.com



**Jay Tschantz**  
Director, Head of National Sales  
302.740.0031  
jtschantz@thebancorp.com

# BUSINESS DEVELOPMENT OFFICER TEAM

## THE EAST REGION



## THE EAST SUPPORT TEAM



**John Profitlich**

*Dir, Regional Business Development Officer*

516.770.6461

[jprofitlic@thebancorp.com](mailto:jprofitlic@thebancorp.com)



**Mike Falkenstein**

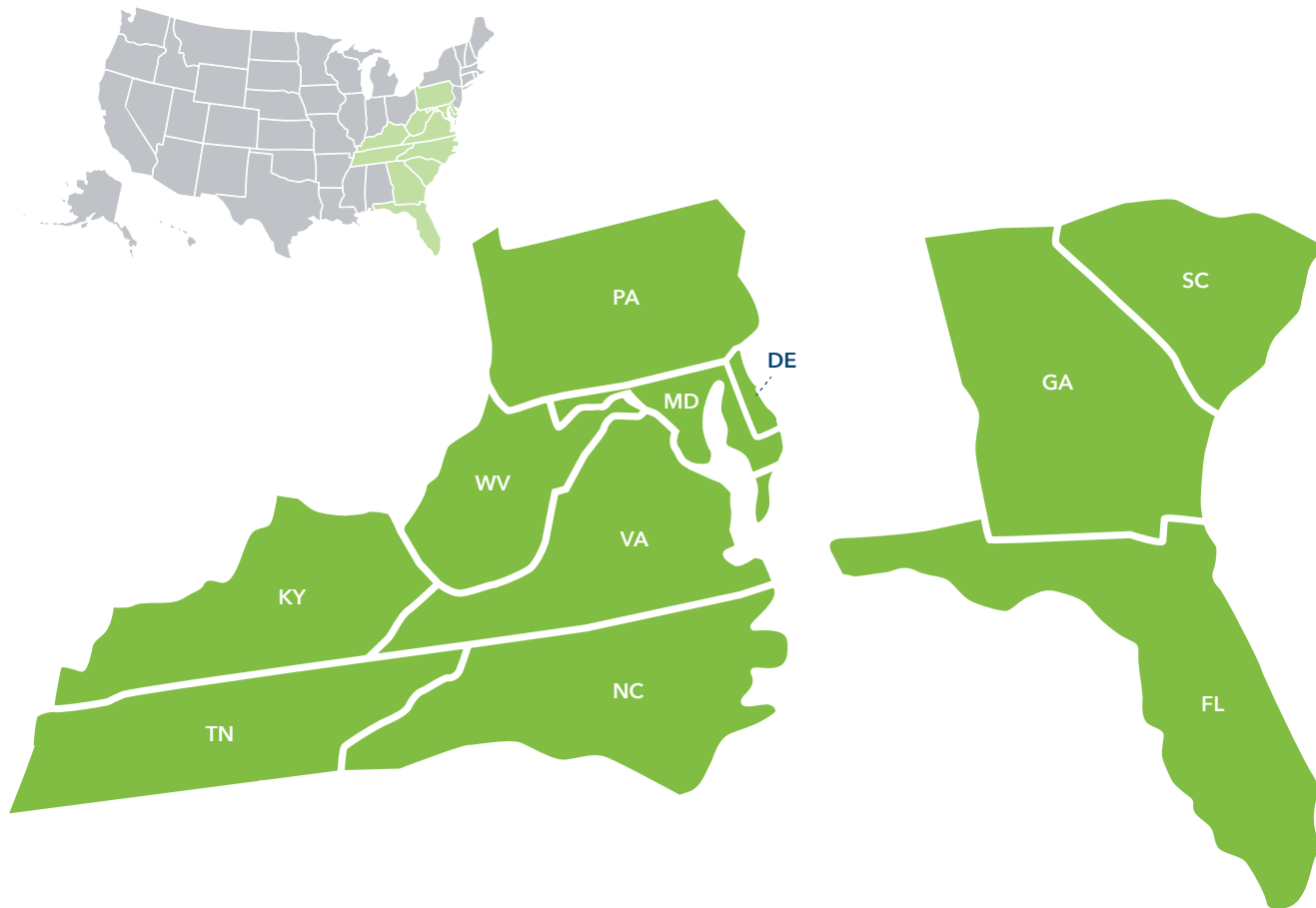
*VP, Business Development Officer*

302.545.4920

[mfalkenste@thebancorp.com](mailto:mfalkenste@thebancorp.com)

# BUSINESS DEVELOPMENT OFFICER TEAM

## THE MID-ATLANTIC REGION



## THE MID-ATLANTIC SUPPORT TEAM



**Gregory Fat** MA

*Dir, Regional Business Development Officer*

302.791.4233

gregfat@thebancorp.com



**Neal Nowakowski** MA

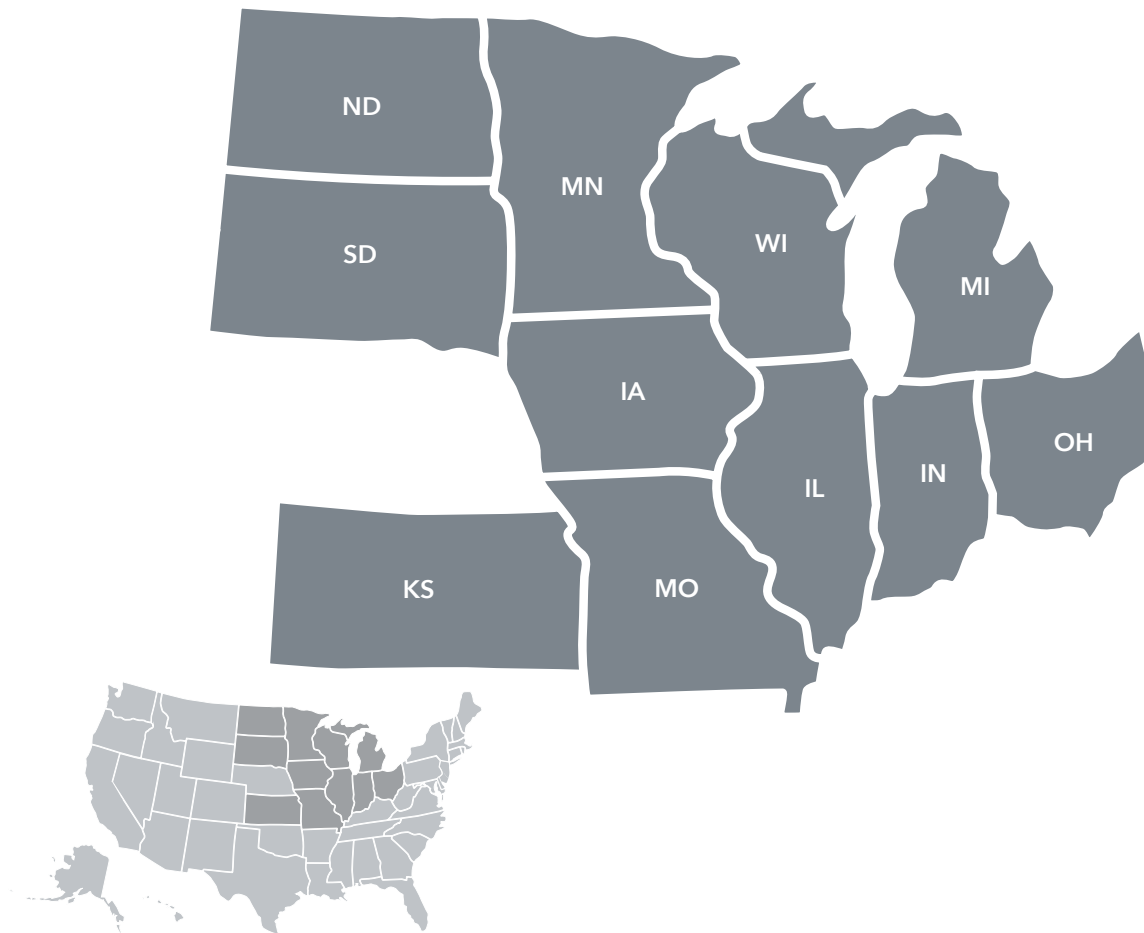
*AVP, Business Development Officer*

302.385.5343

nnowakowsk@thebancorp.com

# BUSINESS DEVELOPMENT OFFICER TEAM

## THE MIDWEST REGION



## THE MIDWEST SUPPORT TEAM



**Gio Roldan** M W

*Dir, Regional Business Development Officer*

630.244.9721

groltan@thebancorp.com



**Aron Kouril** M W W

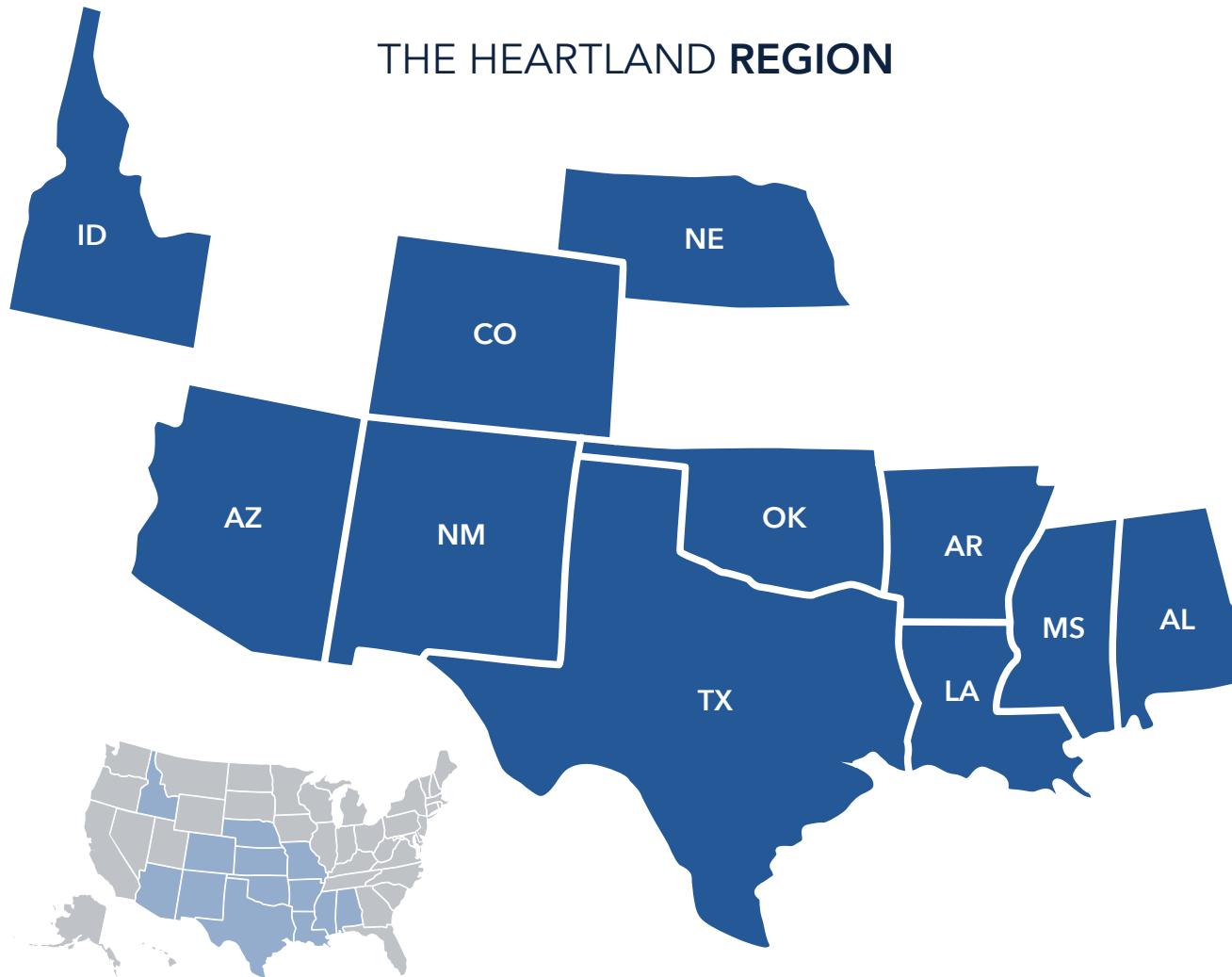
*AVP, Business Development Officer*

605.254.2534

akouril@thebancorp.com

# BUSINESS DEVELOPMENT OFFICER TEAM

## THE HEARTLAND REGION



## THE HEARTLAND SUPPORT TEAM



**Derek Glitz** H L

*VP, Regional Business Development Officer*

📞 484.661.3716

✉️ [dglitz@thebancorp.com](mailto:dglitz@thebancorp.com)



**Tom O'Neill** H L

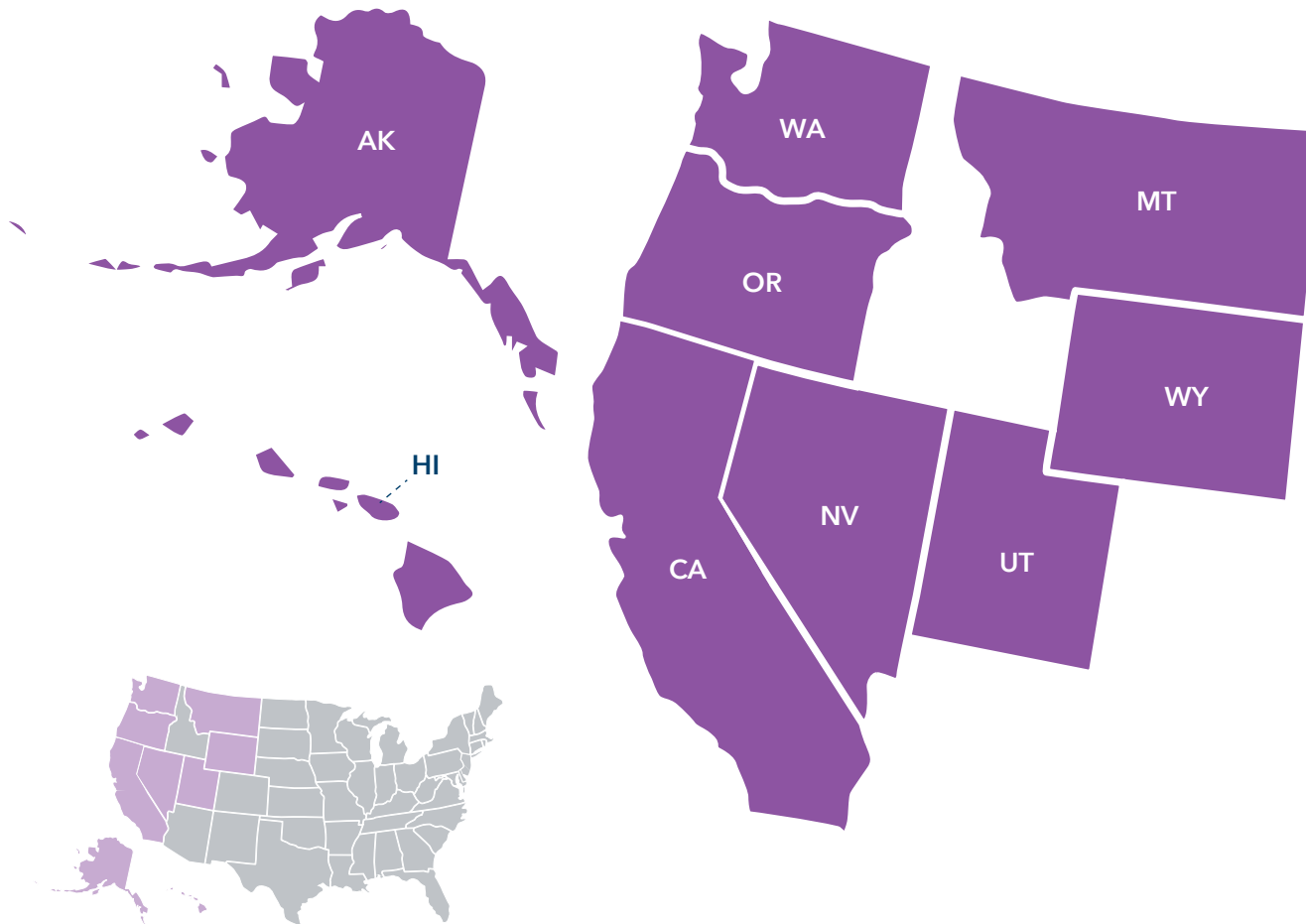
*AVP, Business Development Officer*

📞 302.385.5041

✉️ [toneill@thebancorp.com](mailto:toneill@thebancorp.com)

# BUSINESS DEVELOPMENT OFFICER TEAM

## THE WEST REGION



## THE WEST SUPPORT TEAM



**Dianna Singh**  **w**  
*VP, Business Development Officer*

 801.991.0796

 [dsingh@thebancorp.com](mailto:dsingh@thebancorp.com)