

Megan Weigand



Professional Summary

I am an accomplished and energetic Community President with a solid history of achievement at WaterStone Bank. I pride myself in being a motivated leader with strong organizational and prioritization abilities.

Professional Experience

WaterStone Bank

Assistant Vice President- Regional Manager

February 2023- Present

- Provides guidance and leadership in business and consumer household development.
- Promotes a sales culture and ensures that staff receives proper training and coaching to demonstrate abilities to sell/cross-sell products based on customers' needs.
- Drives branch sales and performance and produces strategic directions focused on the continued growth and development of assign branches within the region.
- Tracks and reviews region performance weekly/monthly, compiles summary reports and communicates standings; develops and directs action plans for areas of improvement.
- Attracts, develops and retains talent.
- Coaches and develops to drive results through others with a consistent process.
- Conducts frequent branch visits to ensure adherence to bank policies, consistency in sales and marketing efforts, successful implementation of new or enhanced products/services, ensure operational integrity and to develop and maintain strong professional relationships with branch employees and internal partners.
- Conducts regular updates and meetings with direct reports and leadership team.
- Ensures high standards of operational integrity by identifying questionable actions, operational inefficiencies and problems, and follows through with resolutions.
- Promotes community development and serves in the communities serviced by the region.

Community President

Fox Point/ Waukesha Office

June 2017- Present

- Motivates, coaches and develops retail staff through education, technical and sales training, constructive feedback and performance management.
- Plans, coordinates and manages branch administrative and operational processes and workflow procedures.
- Ensures branch staff provides prompt, efficient, accurate and friendly service to customers according to WSB service expectations.
- Originates and closes Consumer and Residential loans, assuring all agreements are complete, accurate and in compliance.
- Works with Regional Manager to create, monitor and maintain action plans to achieve branch goals which support WaterStone Bank's strategic objectives, budgetary controls and profitability.
- Works with Regional Manager to maintain adequate staff and ensure proper handling of employee situations. Conducts interviews, hires, monitors individual progression, evaluates, disciplines or terminates employees when necessary. Recommends promotions, salary adjustments and rewards.

Assistant Branch Manager

September 2015-June 2017

- Motivate, coach and develop staff

- Hire, discipline and terminate employees if necessary
- Schedule staff hours and assign duties as needed
- Conduct staff meetings and one on ones
- Originate and close consumer and residential loans
- Work with Community President to implement and maintain sales initiatives
- Manage day to day functions of the branch ensuring staff provides efficient and friendly customer service
- Deliver excellent customer service and recommend additional products and services to existing and prospective personal and business customers

Personal/Relationship Banker

October 2011- September 2015

- Develop sales initiatives to expand deposit growth
- Develop and maintain customer relationships
- Open and close the branch as needed
- Process customer transactions and requests
- Balance cash drawers, vault and ATM
- Coach tellers in sales
- Notarize documents for customers
- Complete and follow through on Consumer Line of Credit applications
- Follow up with customers as needed
- Contact perspective customers to present information and explain available services

Teller

March 2011- October 2011

- Process all types of monetary transactions and customer requests
- Balance cash drawers
- Deliver excellent customer service and recommend additional products and services to existing and prospective personal and business customers

Education

Milwaukee Area Technical College
Associates Degree: Business Management

December 2015

Additional Experience & Licenses

- Notary Public
- Registered with the National Mortgage Licensing System
- CPR Certified

Community Involvement

Active volunteer in the Waukesha Community:

- Parks and Recreation
- City of Waukesha

Active volunteer in the Menomonee Falls Community:

- Dynamite Dance Studio
- North Middle School when available

