

# Robert Little

## Business Consultant, Banking Executive, and Real Estate Professional

### Contact

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### Education

Florida State University  
Tallahassee, FL  
BA in Finance

### Key Skills

Banking  
Real Estate  
Sales  
Management

### Objective

I am seeking a position that will utilize my skills developed over time as a banking executive and real estate professional. Experience includes senior levels of management overseeing all aspects of banking and working in the commercial real estate market expanding an enterprise, lending and as a real estate sales associate. Have overseen construction projects including site selection, building and site inspections related to expanding outlets and market share. Promoted to management after achieving excellence in sales.

### Experience

*April 2023-Present*

Business Consultant • SJL Business Consulting LLC, Ocala, FL Previous Career centered in Finance and Real Estate

*October 2017-April 2020*

CEO • Bay Credit Union, Panama City, FL

*September 1993-December 2013*

Bank President • Regions Bank (Marion and 5 surrounding counties), Ocala, FL

Overseeing all aspects of the bank including retail banking, commercial banking, commercial real estate, and residential construction. Managed a six-county region and was tasked with growing the bank's presence and market share. This included site selection, existing site assessment, negotiations and project oversight. Also have been extensively involved in real estate analysis and lending (including commercial site inspections). Additional experience in real estate sales (both residential and commercial).

### Communication

Strong communication skills developed through management of a large staff and management of client relationships. Active in the community in volunteer capacities and responsible for networking to grow existing business and market share.

### Leadership

Successfully led multiple teams over the years in strategic planning and implementation, sales, and client management. Have held leadership roles both internally and externally. Multi-year recipient of the Chairman's Club recognizing top performers.