



**Z. Vanessa Giacoman**

1555 Blake Street, Unit 805

Denver, CO 80202

Vanessa.Giacoman@panorama-consulting.com

(650)219-7608

### **BOARD MEMBER PROFILE**

Ms. Giacoman has been able to achieve radical growth and transformation with her skills in managing overall corporate operations and deployment of capital and resources to achieve corporate performance. She brings a proven management track record with over 15 years of experience in either a COO or CEO capacity leading financial or management consulting firms. Her career has consisted of having a strong focus in driving corporate performance with her executive acumen in:

- Efficient and lean operations in the financial industry sector
- Strong business and financial management
- Building a strong corporate culture
- Focused credit and compliance oversight management

Ms. Giacoman began her career in the late 1990s, serving as President and CEO of a *de novo* financial banking platform. She formulated and executed the corporate strategy successfully targeting a multi-national Latin American market and grew the company from 36 employees to over 1,200 employees while maintaining profit margins and diversifying the company's sources of revenue within 36 months. She then served as a turn-around COO, implementing cost cutting initiatives that drove down the organization's combined cost to produce by 48% in seven months through the introduction of efficient process flows, deployment of technology and corporate reorganization.

#### **Finance and Credit Management Experience**

- Led Compliance and Credit Policy Departments to ensure regulatory compliance with State and Federal laws as well as set the lending policy standards of the firm
- Formulated strategy for growth, raised capital and executed the strategic plan
- Worked closely with investors and capital markets to ensure healthy loan portfolios

#### **International Experience and Corporate Interests**

- Advisor to foreign leaders on policy, finance and the sustainment of economic growth
- Led multiple consulting engagements in Latin America and Middle East
- Structured mergers, acquisitions and capitalization events for various partnerships
- Founder of Panorama Government Solutions and co-owner of Panorama Consulting Solutions

## BOARD & CORPORATE LEADERSHIP

### **Panorama Government Solutions, LLC** **Managing Partner & CEO**

1/2012 to Present

Leveraging her strategic and operational expertise, Vanessa launched Panorama Government Solutions to solve complex challenges, cultivate cohesive environments and provide innovative thinking to government agencies worldwide. Vanessa has lent her political and operational expertise to international governments in their quest to create both efficient and responsive entities. In Latin America alone, her service as a strategic advisor has resulted in the deployment of large-scale infrastructure and technology projects critical to the economic growth. With multiple language proficiencies and experience in international finance, she enables the leaders to meet the demand for a global environment and take advantage of emerging markets. Vanessa recently closed a \$30M contract with the State of New York and HTFC to manage disaster recovery funds for Hurricane Sandy.

### **AMC** **Chief Operating Officer**

4/2011-12/2011

Vanessa shepherded AMC through the largest expansion in its fifty-year history. Her work drove corporate performance through the implementation of operational improvements to streamline, integrate and optimize enterprise-wide operations to increase revenues, reduce costs and make AMC an efficient, consumer-focused organization. Her daily tasks included managing the Information Technology, Human Resources, Marketing, Banking Operations, Finance, Compliance and Credit Policy departments.

### **VC Mortgage Banking Equity Group** **Managing Partner and Board Member**

2/2010 – 5/2011

As Managing Partner at VC Mortgage Banking Equity Group, Vanessa achieved a return on capital in excess of 20% while diversifying balance sheets and sources of income during the financial crisis. Her group's strategy not only significantly enhanced a key client's deposit gathering strategy while strengthening customer retention and portfolio defense efforts, but also diversified the financial platform to provide credit services to the unbanked with solid credit and lending criteria.

### **Assurity Financial Services, LLC** **Chief Operating Officer**

5/2008 – 12/2009

In her role as a transformation and turn-around executive at Assurity Financial Services, Vanessa set strategies to meet operational performance focused on driving down net operating costs and increasing net margins while keeping revenue and production constant. Her contributions revolutionized mortgage banking operations by driving down the cost to produce to unprecedented levels through the deployment of technology, process improvement and management initiatives that allowed the organization to perform at optimum levels.

### **Pacific Mutual Real Estate Investment Trust** **Chief Strategy Officer and Board Member**

3/2000-2/2009

Vanessa was instrumental in helping the hybrid REIT achieve a market cap of \$123 million and yields of 12% during its peak years. In order to salvage real estate assets, Vanessa led the redevelopment of distressed areas in California cities by working with government officials, banks and private investors. By integrating resources and partnerships, she was able to turn the REIT's key investments in contaminated heavy industrial land into a vibrant community.

### **CityMutual Financial** **President and Chief Executive Officer**

1998-2008

Initially hired to serve as Vice President of Marketing in 1998, Vanessa was quickly promoted to Executive Vice President playing a pivotal role in restructuring the operations and rethinking the strategic plan in reaction to the subprime crisis of 1999. Under her stewardship, the company grew from 36 employees to 300+ in less than nine months. Her accomplishments in this role included:

- Aggregated and successfully sold firm's distressed loan portfolio for a profit
- Created three originations platforms

- Forged strategic warehouse and investor relationships
- Designed an efficient loan flow to provide better customer service, improve loan cycle time and decrease cost to produce.

When the company hit the \$1 billion milestone in 2000, Vanessa was named President & CEO. She also became the spokesperson for the company as well as the financial expert guest speaker for ABC, NBC, Univision, Telemundo and CNN in Español.

#### NON-PROFIT BOARD POSITIONS

<b>Colorado I Have Dream Foundation</b> Secretary and member of the Executive Committee	2010-Present
<b>Latin American Scholarship Federation</b> Board Chair	1999-2005
<b>Historic Elitch Theater Foundation</b> Board Member	2009-2010
<b>San Jose Center for Career &amp; Training</b> Member of Executive Committee	2002-2004
<b>National Association for Female Executives</b> Board Member	2000-2001

#### EDUCATION

**University of California at Berkeley**-Double Major in Rhetoric & Legal Studies with minors in Computer science & Spanish  
**Harvard Business School** –Executive Management Program  
**George Washington University**-Graduate School of Political Management Scholars Program

#### 2014 SPEAKING ENGAGEMENTS

CU Leeds School of Business: WILD Summit II	Denver, CO
International Perspectives-PD Week	Ontario, Canada
Presidencia de Consejo de Ministros-ONGEI	Lima, Perú

