

## JOHANNA MINAYA

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### PROFESSIONAL SUMMARY

Senior Executive Leader with over 19 years of proven success in capital markets, loan syndications, and strategic growth. Expertise in building and scaling high-performing teams, managing complex transactions across global markets, and driving operational excellence in diverse financial institutions and corporate sectors. Adept at fostering client relationships, optimizing risk management frameworks, and executing innovative distribution strategies to achieve measurable results. Recognized for leading billion-dollar initiatives, enhancing market share, and positioning organizations as leaders in competitive markets. Fluent in Spanish and well-positioned to drive growth and innovation within Florida's dynamic and expanding economic landscape.

### PROFESSIONAL EXPERIENCE

#### National Australia Bank Limited

November 2021 – Present

##### **Director, Head of Global Loan Origination and Syndications North America**

- Spearheaded the launch and growth of the loan origination and syndication platform across North America, with a strategic focus on distribution and market expansion in fund finance and project finance.
- Led the bank's largest global underwriting in 2023 and 2024, implementing targeted distribution strategies to achieve seamless execution and increased market share.
- Directed syndication efforts, raising approximately \$17.9bn as sole lead arranger in fund finance and successfully selling \$500mm in assets approved for secondary distribution.
- Maintained active communication with the Australia head office, providing timely updates on the U.S. markets and conducting in-depth market analyses.
- Authored comprehensive market memos to ensure alignment and informed decision-making across regions.

##### **Key Achievements:**

- Built and scaled North America's syndications platform, establishing a framework that ensured financing aligned with client strategic objectives and closed within tight timelines.
- Spearheaded the bank's largest global underwritings in 2023 and 2024, leveraging innovative deal structuring to expand market share.
- Served as the sole member of the syndication team for 2.5 years, single-handedly executing transactions while developing a scalable model for further growth.
- Contributed to position the bank as a leader in fund finance, enhancing competitive positioning through strategic collaboration and operational excellence.

#### Industrial and Commercial Bank of China Limited, New York Branch

February 2015 – November 2021

##### **Director, Loan Syndications and Distribution**

- Developed and implemented policies and procedures for the newly established syndications team, ensuring compliance with regulatory standards and industry best practices.
- Managed forty-five percent of the team's budget, consistently surpassing annual targets by twelve to fourteen percent.
- Led underwriting of \$2.7bn and distribution of approximately \$3bn in syndicated loans over the last four years.
- Collaborated with Relationship Managers to develop strategic client solutions, doubling returns for twenty-one clients across consumer, resources, transportation, TMT, industrial, financial institutions, and leveraged finance sectors.
- Worked alongside executive management, compliance, and operations to streamline processes, ensuring primary underwriting and secondary sales distribution adhered to branch policies and market standards.

##### **Key Achievements:**

- Drove market share growth and client retention through strategic syndications initiatives, resulting in doubled returns for twenty-one clients.
- Optimized operational workflows and compliance frameworks to enhance regulatory alignment and improve reporting accuracy.
- Achieved competitive distribution outcomes by leveraging investor relationships and refining syndication strategies, surpassing annual budget target by twelve to fourteen percent.

#### Standard Chartered Bank, New York, New York

June 2004 – February 2015

##### **Associate Director, Loan Syndicate and Distribution**

- Managed the distribution of syndicated loans for financial institutions and corporate borrowers in Latin America and the U.S.
- Contributed to the distribution of over \$10.5bn in primary market transactions over the last three years and \$1bn in secondary sales annually.
- Provided structuring, pricing guidance, and market intelligence to the origination team contributing to the bank's #1 ranking as syndication bookrunner Latin America for financial institutions in 2013 (Thomson Reuters).

- Negotiated deal terms and credit documentation for non-bookrun transactions across leveraged finance, structured trade finance, investment grade, project finance, and fund finance.
- Produced comprehensive market updates (weekly, quarterly, and annual) for global distribution teams, product partners, and relationship managers.

#### **Associate, Loan Syndicate and Distribution**

- Structured and executed syndicated loans for Latin American and U.S. clients, preparing offering materials and internal analysis for underwriting committee.

#### **Key Achievements:**

- Played a key role in global distribution strategy, leveraging market intelligence to secure the bank's #1 ranking as syndications bookrunner in Latin America (2013, Thomson Reuters).
- Strengthened audit processes and compliance frameworks, ensuring operational integrity and regulatory adherence.
- Supported the structuring and distribution of \$10.5bn, maximizing returns through innovative pricing strategies.

#### **KBC Bank N.V., New York, New York**

*September 1999 – June 2004*

##### **Legal Department**

- Coordinated internal audit reviews for U.S. based teams, ensuring adherence to regulatory standards.
- Supervised junior staff and managed daily operations of the legal team, streamlining workflows and improving compliance processes.

#### **EDUCATION**

##### **PACE University, Lubin School of Business, New York, New York**

Bachelor of Business Administration: International Management