

Peter F. Mulroy

2025 Wildwood Lane N., Deerfield Beach, Florida 33442 USA
Cell +1-954-488-1203 Email: agoaman2@yahoo.com

Executive Profile

Highly qualified executive offering more than 40 years of global trade, receivables and supply chain finance experience, with extensive knowledge in factoring, payables finance, reverse factoring, invoice discounting and other forms of open account receivables finance. Proven results-oriented growth leader with particular expertise in developing new distribution channels. Talent for proactively identifying and solving problems, building unit cohesion, controlling costs, delivering key automation improvements, and building brand awareness, leading to enhanced client loyalty and profitability. Multiple year assignments in the Americas, Europe and the Middle East, with extensive travel experience throughout Asia and Africa. Strengths include:

Global Leadership	Strategic & Financial Planning
P&L Management/Economic Feasibility Modeling	Product Placement/Market Research
Credit Analysis/Deal Structuring	Global Business Development

Summary of Accomplishments

- Lead the largest non-profit association representing the voice of the global factoring industry. Implemented 5-year strategic plan and expanded the footprint of the association from 72 to 93 countries, increased membership from 250 to over 400 members, decentralized the organization by creating six regional platforms, exceeded all growth targets and led the merger of the two largest factoring associations to create a single voice representing the interests of the members and stakeholders of the global factoring and receivables finance industry in the world today.
- Organically built an international factoring platform from the ground up with operations in Asia, Europe and the US. Responsible for managing a P&L with over \$60 Million in revenue. Oversaw the development of 2,000+ new client relationships and 300+ global bank partnerships in 60 countries, generating US \$10 Billion in international factoring volume p.a. Diversified the business from a traditionally fragmented, domestically focused mature operation into a global franchise.
- Developed a group of over 60 professionals in the US, Asia, and Europe, creating a dynamic multi-cultural and multi-lingual team. Assisted with the training and development, providing clear goals and consistent coaching. Developed sound operational and credit policies & procedures to ensure acceptable levels of risk. Over the period, business experienced no losses of any significance.
- Elected *Chairman of the FCI Executive Committee* of the leading industry association, based in Amsterdam, Netherlands, serving a two-year term from 2009-2011. Responsible for the growth and promotion of factoring globally. Previously elected Vice Chairman and member of the board during the past decade. As Chairman, travelled to international banking conferences and industry meetings to promote factoring to local governments, corporations, and the media.
- Nominated as a *Member of the Management Committee* of CIT, a fortune 500 Company, one of thirty top executives within the organization, charged to build an international strategic focus. Led multiple strategic outreach sessions with other senior global leaders from CIT's primary business pillars, including the Vendor Finance, Transportation, and Corporate Finance business units.

Experience

SECRETARY GENERAL

2013 - 2024

FCI - Factors Chain International – Amsterdam, Netherlands

FCI is the world's largest association and network of factoring and receivables finance companies, with its headquarters in Amsterdam, Netherlands. As Secretary General, oversaw a staff of 17 and a volunteer group of over 100 executives, supporting the growth of factoring and receivables finance around the world and protecting the interests of the members who are both commercial banks, non-bank financial institutions, factoring companies, fintechs and other related parties, to help spread the seeds of factoring around the world. Worked with legislatures, regulators and governments by educating and introducing the concept of factoring. Addressed audiences around the world on the subject of receivables finance and international trade and was generally regarded as the global ambassador for the factoring industry.

MANAGING DIRECTOR

1998 – 2012

The CIT Group/ Commercial Services, Inc. - Atlanta, GA

Lead the international factoring division of CIT Trade Finance group, starting from a base of \$50 Million in volume in 1999, culminating in US\$10 Billion in import and export factoring volume globally in under ten years. Led the successful acquisition of Bank of Ireland's factoring operation based in Frankfurt, Germany in 2006 and the build out of international business development centers in Shanghai, New York, Charlotte, and LA. Developed multiple import and export financial products and new channels of distribution in the open account space in order to diversify the revenue stream. To support the growth, developed and led the search and implementation of a multi currency international factoring system. Initially hired by SunTrust Bank, Receivables Capital Management Division in 1998, promoted from Vice President to Group Vice President in 1999. CIT acquired the factoring company of SunTrust in 2005 and promoted to Managing Director of CIT's global trade finance business that same year.

ECONOMIC CONSULTANT

Economic Research Associates - Los Angeles, CA

1997 - 1998

Economic consultant in the entertainment and retail space, worked on a study for Universal Studios to determine the feasibility of the development concept of a theme park in Song-do, Incheon, Korea. Focused on market research, examining consumer spending habits in Korea, and utilized a financial model to determine future returns and overall feasibility of the project. Also worked on other economic feasibility studies for smaller theme parks and other mixed-use retail/entertainment projects in the US.

VICE PRESIDENT, INTERNATIONAL REGIONAL MANAGER

Wells Fargo Bank, International Division - Nashville TN

1994 - 1996

Marketing manager for the Trade Finance team, responsible for the trade finance activities in the Mississippi basin region, a new region for the bank. Focused on the commodity sector, developing an expertise in cotton and fertilizer export finance programs, generating over \$250 Million in new business. Developed the company's three largest global relationships, including the company's largest, Dollar General Stores. Conducted numerous seminars on trade finance throughout the region. Recognized in the Corporate Newsletter for developing the division's largest international relationship.

ASSISTANT VICE PRESIDENT, INTERNATIONAL TRADE BANKING

Bank of America, International Division - Charlotte, NC and Norfolk, VA

1987 - 1994

Relationship Manager for US subsidiaries of foreign-owned companies in the mid-Atlantic region. Developed profitable borrowing relationships with major European subsidiaries. Also provided trade finance services, cash management, foreign exchange, and other hedging products. Relationship manager for tobacco leaf processors in the Southeast region. Worked closely with international trade organizations such as US Department of Agriculture, US EximBank, FCIA, and AIG. Branch manager responsible retail banking services for two years. Consistently exceeded profitability goals each year.

INTERNATIONAL BANKING OFFICER

Bank of Credit & Commerce International - New York, London, Abu Dhabi

1984 – 1987

Completed one-year international bank training program in London which combined practical experience with classroom education in commercial banking, financial statement analysis, foreign exchange, and marketing. Managed local branch in Abu Dhabi, United Arab Emirates, responsible for loan and deposit growth, letter of credit activity, foreign exchange, performance reviews, and preparation of the annual budget. Later worked as a credit analyst, responsible for a loan portfolio in excess of \$300 Million, with a focus on monitoring and tracking delinquent loans.

Education

*MBA – **Thunderbird, School of Global Management**, Glendale, Arizona 1996 (WTO/EU Studies at Thunderbird's Geneva, Switzerland campus)*

*BA – **Rutgers University**, New Brunswick, NJ, 1984. Major: Germanic Studies; Minor: Business Management, New Brunswick, NJ 1984*

*Junior Year Abroad, **Konstanz University**, Konstanz, Germany 1983 (Major Focus: *Verwaltungs Wissenschaft*)*

Additional

- Fluent in Conversational German, trained in Dutch, Arabic and Spanish
- Affiliated with the German American Chamber of Commerce
- Board Member, International Chamber of Commerce, Atlanta, Georgia USA
- Site Selection Committee, Free Trade Agreement of the Americas (FTAA), Washington DC
- Cash Flow Analysis Training Program, SunTrust Bank
- Diploma of Proficiency in Factoring, FCI, Netherlands
- Treasurer, World Trade Council, Nashville, Tennessee, USA
- German translator for Virginia Department of Economic Development
- Attended US Department of Agriculture/EximBank training program, Washington, DC
- Goethe Institute Certificate of Proficiency in German
- Computer proficiency in Windows office products, MAC programs, proprietary applications
- Hobbies: Tennis, Music, History, and Travel