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BAC-5567

Board Name	Denver Convention Center Hotel Authority	Status	New
Salutation	Mr.	Type	N/A
First Name	Cesar	Preferred Email	cesar.orozco@wellsfargo.com
Last Name	Orozco	Other Email	
Contact Name	Cesar Orozco	Preferred Phone	2132208019
Middle Name		Other Phone	
MMAC Trans. Mode Group			
Other boards or commissions served			

Work and Home Address

Work Address	1700 Lincoln Street	Home Address	9319 E. 60th Ave
Work City	Denver	Home City	Denver
Work State	CO	Home State	CO
Work Zip	80203	Home Zip	80238

Additional Information

Are you a registered voter?	Yes	Gender	Male
If so, what county?	Denver	Other Gender	
Denver City Council District No	8	Race/Ethnicity	Hispanic
Occupation/Employer	Banker/Wells Fargo	Other Ethnicity	
		Objection to appointment?	No
		Special Information	

Reference Details

Reference Name #1	Mark Gouin	Reference Email #1	mark.j.gouin@wellsfargo.com
Reference Phone #1	303-884-7719		
Reference Name #2	Tami Door	Reference Email #2	tdoor@downtowndenver.com
Reference Phone #2	303-534-6161		
Reference Name #3	Rob McAllister	Reference Email #3	robbiemac99@msn.com
Reference Phone #3	530-383-7638		
Owner	Denver Integration	Created By	Denver Integration, 9/29/2019 10:48 PM

CESAR OROZCO

1700 Lincoln Street, 8th Floor, Denver, CO 80203
ces.orozco@gmail.com 213.220.8019

EDUCATION

BS Public Policy and Management - University of Southern California - Los Angeles, CA
MBA - Trident University International - Cypress, CA
Fighter Pilot Training - United States Air Force - Luke Air Force Base, AZ

EXPERIENCE AND ACHIEVEMENTS

03/2018 – Present Vice President, Wells Fargo Commercial Bank

- Lead business development in Colorado for Wells Fargo's Commercial Bank group for companies in the middle-market.
- Point person for traditional lending, working capital facilities, and commercial real estate lending banking products.
- Work with companies with annual sales revenue from \$20M to \$2B to find creative solutions to their banking and finance needs, improving operational efficiencies, while managing domestic and global cash flows.

02/2016 – 03/2018 Consultant, PricewaterhouseCoopers

- Assisted leadership at a top US bank in the design and implementation of a Target Operating Model to assess regulatory deficiencies, carry out corrective actions, remediate identified issues, and ease transition to business as usual.
- Cross-functionally led project team with 9 personnel and 30 work streams, provided in-depth project analysis/status updates, managed stakeholder expectations, and ensured timely deliverable production. 100% of material on budget and on schedule.
- Advised commercial lending executives at a regional bank on business requirements gathering to replace a critical system and executed multiple change management and process improvement initiatives. Improved operating efficiency.
- Collaborated closely with project teams and bank personnel to develop and produce deliverables. Developed policies, standards, and procedures to ensure repeatable processes and sustainable growth and compliance.
- Singularly responsible for managing finances and personnel on two high value projects worth \$30M. Created custom margin-analysis forecast models adopted for enterprise wide deployment. Trained colleagues on model utilization.
- Awarded bi-annual Financial Services MVP award for making a difference (top 10 of 414 personnel), featured in Global Values vignette employed by firm leadership, voted by peers as top 5% of 116 personnel for going above & beyond.

10/2013 – 10/2015 Vice President, Commercial Real Estate Development, Ironline Partners, LLC

- Managed multiple business development initiatives, due diligence and underwriting efforts, lease administration, and facilities management activities for land and office building assets totaling \$50M+ to maximize value for investors.
- Developed and maintained investor and tenant relations. Promoted capital campaigns, supported branding and marketing efforts, negotiated tenant leases, tenant improvement allowances, vendor contracts, and executed IT projects.
- Led capital improvement projects and collaborated with partners, tenants, architects, designers, real-estate brokers, and contractors during the re-branding, re-marketing, and re-positioning efforts of many multi-million dollar assets.
- Advised stakeholders about key development activities (risk, market analysis/demand) on complex, large-scale projects, assisted leadership with the formation of sales strategies, and defined and executed tactical improvements.

08/2001 – 02/2016 Major, F-16 Fighter Pilot, United States Air Force (USAF)

- Competed and selected for pilot training. Completed highly competitive and rigorous 84-week pilot training course, into which only 4% of all Air Force personnel are accepted. Graduated in the top 10% of class, and earned slot in fighter pilot training course, into which only the top 1.5% of all Air Force personnel are accepted.
- Lauded by commanders as a "dynamic" and "exemplary leader" and selected as Flight Leader of the Year (#1/24 pilots).
- Achieved a 100% hit rate at multiple, enterprise-wide aerial and bombing competitions and earned Top Gun of the Year (#1/77 pilots). Ranked in top 1% of 308,000 USAF personnel for fitness (#1/199 personnel at Luke Air Force Base).
- Planned and executed \$1.2 million, 19-day cross-country deployment. Led planning for 9 Republic of Singapore F-16s worth \$369 million. Directed logistics for 120 US/Singapore personnel. Met 105% of flight goals \$45,000 under budget.

Joint Operations Center Strategy Execution Officer

- Advised top 3 senior leaders in Afghanistan and Iraq on operations, weapons employment, and rules of engagement in support of combat operations, including 120 time-sensitive target strikes and other highly-sensitive missions.
- Analyzed urgent operational reports, counter-terrorism and anti-piracy missions directed to the President of the United States, resulted in 100% accurate execution and neutralization of all targeted threats.
- Improved multi-service targeting process for joint training and shortened program by 30%, meeting 100% of objectives.

Enterprise-Wide Chief of Training/Instructor & Evaluator Pilot

- Managed annual training for 473 personnel and execution of an \$800,000 training program as the single point of contact at the largest F-16 base in the world. Selected as Group Company Grade Officer of the Year (#1/111 personnel).
- Directed functional check flight program for 120 F-16 jets at largest F-16 base worldwide. Led 7 pilots executing flight tests on repaired F-16s. Developed checklists, improved policies and procedures, reducing in-flight testing time by 15%.
- Designed, planned, and led flawless execution of emergency close air support mission with F-16s, US and South Korean ground personnel, validated contingency operations plans, and ensured base defense readiness for wartime operations.