
Phil Jones

Current Responsibilities

Phil is responsible for managing all banking and trust relationships for clients within the Horseshoe Group's insurance management division; including Horseshoe's transformer, Horseshoe Re Limited.

Experience

Phil has over 28 years of experience in banking. Prior to joining the Horseshoe Group he held several senior roles at both major Bermuda banks; Butterfield Bank and HSBC Bank Bermuda; formerly Bank of Bermuda Ltd.

He has a demonstrated track record and expertise in:

- Client Relationship Management
- Structured Lending
- Mortgage Portfolio Management
- Business Process Improvement
- Project Management
- Cross-Functional Team Leadership
- Strategic Planning

Most recently he served as the Senior Relationship Manager & Deputy Head, Corporate Banking at Butterfield Bank as a member of Bank's Executive Management Team with overall responsibility for expanding and managing the Corporate Banking division's commercial client and large trust client bank relationships; including developing and implementing cross sales initiatives for expanding share of wallet for all corporate banking products.

Key Responsibilities:

- Managed the \$2.5+ billion corporate client deposit portfolio.
- Developed and implemented sales strategies and targets for corporate products.
- Ongoing evaluation and improvement of customer service processes.
- Led and managed Corporate Relationship Managers and their support teams.

Other key roles held by Phil at Butterfield Bank included:

➤ Head of Retail Banking

Key responsibilities and accomplishments:

- Member of the Executive Management Team with overall direct responsible for the Retail Division's \$15 million annual budget, business process control and management, credit & operational risk mitigation and management, strategic planning and all staff recruiting.
- Successfully achieved interest income and fee revenue targets.
- Successful management of the \$1.5 billion mortgage and consumer loan portfolios and transaction and deposit taking activities for each of Butterfield's five Banking Centers.
- Responsible for managing the Customer Call Centre.

- Member of the 2010/11 Executive Steering Committee responsible for implementing a major business system conversion. Specific role: Led the Bank's customer facing and operation team's preparations for process changes resulting from implementation of new technology including overall responsibility for reengineering all banking business processes impacted due to changing IT platforms.
- Vice President & Head of Private Banking
Key responsibilities and accomplishments:
 - Overall responsibility for managing the Bank's High Net Worth ('HNW') client relationships in Bermuda.
 - Oversaw the development and growth of the Bank's Private Banking division. (Prior to 2002 the Butterfield did not offer a private banking service.)
 - Directly accountable for achieving the division's revenue targets and the successful integration, sale and delivery of credit, deposit & investment products and fee based services.
 - Responsible for the divisions internal control management, risk mitigation, operational planning and all staff recruiting.
 - Expanded the High New Worth client loan portfolio from \$25 million to \$300+ million within 3 years.
 - Tripled assets under management in the Private Bank within 2 years.
- Vice President, Credit Risk Management
Key responsibilities and accomplishments:
 - Provided guidance for loan structuring to the Bank's lending teams in Bermuda and the Bank's subsidiaries in London and Guernsey for Corporate, Private Client/ Trust
 - Approved corporate loan and mortgage facilities submitted by the Bank's subsidiaries that exceeded their delegated lending limit.
 - Responsible for analyzing the Bank's correspondent bank relationships and recommended to the Credit Committee appropriate limits for Bank exposure to each correspondent for deposits, interest rate swaps and forward foreign exchange lines.

Before joining Butterfield in 1996 Phil held client facing positions at Bank of Bermuda including Manager of Commercial Banking.

Affiliations

- Board Memberships:
 - Masterworks Foundation
 - St. Georges Foundation

Education

- BA, Ambassador College, Pasadena, CA ·1984

Languages

- English