

Richard Rosenthal

52 Cheesespring Road

Wilton CT, 06897

I am pleased to submit my consideration for the open vacancy for the Town of Wilton Board of Finance.

I have over twelve years of experience at Deloitte & Touche as a Senior Manager, serving large banking and fintech clients in setting up new banks, launching new products and addressing core banking regulatory expectations. I also have my MBA from NYU Stern.

These experiences have required a deep understanding of finance and core accounting principles, enabling large companies to achieve sustainable financial results while serving customers and making a impact in the communities they serve.

I have a passion to be more involved in my community and apply my skillsets to make a positive impact.

Appreciate your consideration.

Thanks,

Richard Rosenthal

Richard Alan Rosenthal

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PROFESSIONAL EXPERIENCE

Deloitte & Touche LLP

New York, NY

Senior Manager, Governance

August 2015- Present

Richard Rosenthal is a Senior Manager in Deloitte's Advisory practice. Over the past twelve years, he has led complex transformative projects, supporting large banking and fintech clients in seeking business model opportunities and addressing regulatory challenges. Richard has helped launch three new banks in the US and supported several new digital product launches and digital banking transformations. Richard combines his understanding of regulatory and risk requirements with strategy, technology and execution capabilities. He leverages his Political Science and Business background, with entrepreneurial experience in orchestrating end to end support to enable banking and fintech executives in executing against various growth strategies

Specialties: Digital Product Launches, Digital Banking Transformation, New Bank Set-up, Financial Optimization, Regulatory Strategy, Legal Entity Optimization, Regulatory Compliance, Credit Risk Management, Enterprise Risk Management, Governance, Capital Planning and Regulatory Engagement

- Led multiple new bank start-up, product launches, build and implementation projects – including M&A, de-novo and asset transfer approaches. Assisting clients in managing Program Offices, and providing expertise required to navigate approvals and enable implementations
- Managed complex business strategy, tax and restructuring projects resulting in financial savings and enhanced regulatory positioning (e.g., \$500M in annual tax savings, \$100M in cost of funding saves)
- Led engagements, sales proposals and developed deep relationships with client executives, resulting in over \$200M in sales over the past four years, significantly expanding Deloitte's footprint at strategic accounts.
- Achieved top performance levels through my career at Deloitte, receiving five outstanding achievement awards and recognized with fifteen recognition awards from senior Deloitte leadership. Awarded highest rating for the past ten years
- Support leadership in running one of the firm's core business units (Reg Risk & Capital). Lead business development activities including leading Business Model Optimization, Trading Controls Automation, Booking Model and Modernizing Compliance, including development of several proprietary Deloitte tools to model capital and liquidity ratios and utilize automation and advanced analytic processes.
- Developed over forty points of views (distributed to over 16,000 clients) and hosted external client webcasts and externally published thirty points of views.

Manager, Governance, Regulatory and Risk Strategies Consulting

August 2012 – August 2015

Senior Consultant, Governance, Regulatory and Risk Strategies Consulting

August 2010 – August 2012

Consultant, Governance, Regulatory and Risk Strategies Consulting

August 2008 – August 2010

Selected clients: Confidential New Bank Clients, Ondeck, Rakuten, Robinhood, American Express, AIG, GM, Deutsche Bank, BMO, UBS, Barclays Credit Suisse, Citigroup, MS

Leading Complex Global Projects and Building Deep Relationships

- Led a large bank in developing a new Paycheck Protection Program (PPP) SBA product offering. Built end to end process in less than 3 weeks, leading to over 2bn in loans and 10,000 applications.
- Advise large global banks and fintech's on global legal entity design, business optimization, bank business model and booking model strategy. Perform strategic financial/capital and regulatory analysis resulting in capital savings and enhanced regulatory positioning. Managed over 30+ in delivering cross-border global engagements. Significant capital, tax and funding saves for clients (e.g., \$500M in annual tax savings for large global bank)

- Designed end to end booking model governance and control framework – including developing policies, controls, documentation. Led global booking model optimization program
- Served as the lead manager for multiple \$150M, two-year global, cross-functional projects for large foreign banks operating in the U.S. to address and implement several Dodd Frank Enhanced Prudential Standards across Compliance, Resolution Planning, Risk Management, Data Standards, Capital, Regulatory Reporting and Liquidity heightened requirements. This also included optimizing the US balance sheet of the US local subsidiaries.
- Led multiple new bank start-up, build and implementation projects – including M&A, de-novo and asset transfer approaches. This included a Top 100 Large Brokerage Firm
- Designed and led end-to-end CCAR Program for a top four foreign bank operating in the U.S. Secured \$80M budget to support the program over three years, navigated an internal audit review to no findings, managed over 70 employees globally and delivered a full implementation plan and design model
- Supported and delivered responses for several large-scale remediation programs which enabled clients to meet various regulatory issues, as well as set-up a sustainable approach to address various Regulatory demands
- Designed front to back Enterprise Risk Management (ERM) and Compliance Risk programs for large banking clients, leading large developing and modernize risk management processes.
- Led the implementation of several regulatory reporting quality assurance frameworks for top-tier global banks, improving the client's completeness and accuracy of reporting as well as addressing regulatory findings. Conducted detailed quantitative front to back product testing assessments
- Assessed and implemented key components of a Risk Management Framework and Credit Risk processes for banks, including risk policies, risk appetite and key risk processes

Vornado Realty Trust

Internal Audit and Business Systems Intern

Paramus, NJ

December-January, June-August 2005 - 2008

Cumberland District Attorney's Office

District Attorney's Assistant

Carlisle, PA

February - June 2007

EDUCATION

New York University Stern School of Business

Master of Business Administration

New York, New York

August 2017

- Leadership and Strategy Major. Distinction in 80% (High Pass or Significant Pass)

Dickinson College

Bachelor of Arts *cum laude* in Political Science

Carlisle, PA

May 2008

- GPA: 3.5/4.0, Business GPA: 3.8/4.0; Concentration: International Business and Management
- Captain, Men's Tennis Team (2006-2008), President, Theta Chi Fraternity (2007)
- Completed Dickinson College London Summer Study Abroad Program (Summer 2007)
- Honors: Order of Omega Honors Society, Dean's List (2007/2008); Centennial All-American (2007/2008)

ADDITIONAL INFORMATION

- Certification: Project Management Professional (2011)
- Entrepreneurship: Co-founder of Becky's Bites and Becky's Dips. Led business planning, capital raise efforts and overall strategy development for the launch of Becky's Bites and Becky's Dips, a new novelty food startup located in NYC (beckysbitesnyc.com)
- Interests: Completed two 250-mile relay race, and enjoys reading and studying history