

Donald T. O'Brien, Jr.

Summary of qualifications

Professional owner/manager with demonstrated results in banking, insurance, and financial services. Proven track record of success in senior management, direct sales, sales management, and financial management.

Education

St. John's University Queens, New York
MBA 1987
B.S. in Business Administration 1981

Professional experience

- 7/07-Present Hayward Brown Flagler, Inc. Bunnell, FL
Co-Owner/Chief Financial Officer/Account Manger
- Independent Insurance Agency
- 1/02-7/07 Coast Title Insurance Agency, Inc. Palm Coast, FL
Owner
- Coast Title Insurance Agency, Inc. is the largest privately owned Title Insurance Agency in Flagler County. The company assists more than 2,000 customers annually with commercial and residential real estate closings.
- 7/99-12/01 Cypress Bank Palm Coast, FL
Chief Financial Officer/Sr. V.P.
- Organizational team member
 - Responsible for all aspects of organizational start-up including accounting, operations, compliance, technology, and product development.
 - Managed Asset/Liability function, including management of bond portfolio and pricing strategies for asset and liability products.
 - Developed initial market/advertising plans.
- 6/98-7/99 Coquina Bank Ormond Beach, FL
Chief Financial Officer/Sr. V.P.
- Responsible for accounting, operations, compliance and technology.
 - Managed Asset/Liability function, including management of bond portfolio and pricing strategies for asset and liability products.

3/94-6/98 Barnett Bank of Volusia County Deland, FL

Sr. V.P.

- Director of Retail Sales and Service

3/92-3/94 James Mitchell & Company Palm Coast, FL

Registered Representative

- Investment Sales of annuities and investment products in the Barnett Bank branch network

2/90-3/92 Equitable Insurance Company Palm Coast, FL

Financial Representative

- Sales of Life, Health, Annuities and Mutual Funds

3/86-2/90 Citibank,NA New York, NY

V.P. – Various Positions

- Chief of Staff – Credit Policy
- Regional Manager of Investment Sales
- Office Manager

2/82-3/86 First Nationwide Bank Long Island, NY

V.P. Market Manager

- Managed three branch network with total assets exceeding \$100MM

Community activities

Board Member (Past Chair) – Flagler County Chamber of Commerce

Board Member – Florida Hospital Flagler Foundation

Board Member – Early Learning Coalition Flagler & Volusia Cos.

**Licenses/Prof.
Designations**

- Florida General Lines Insurance Agent
- Florida Title Insurance Agent
- Certified Insurance Counselor

**Volunteer
experience**

Leadership positions with many Flagler County organizations include Rotary Club, Youth Soccer, RSVP, and Education Foundation.