



CITY OF NEW BEDFORD
JONATHAN F. MITCHELL, MAYOR

September 7, 2017

City Council President Joseph P. Lopes
Honorable Members of the City Council
City of New Bedford
133 William Street
New Bedford, MA 02740

Dear Council President Lopes and Honorable Members of the City Council:

I am submitting for your approval the **APPOINTMENT** of Joseph M. Tavares of 526 West Rodney French Boulevard, New Bedford, MA to the Harbor Development Commission. Mr. Tavares will be replacing James Boyle whose term has expired. This term will expire in December 2019.

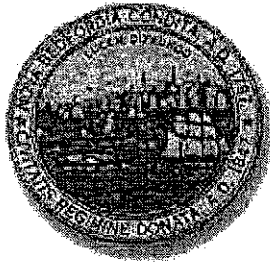
Sincerely,



Jonathan F. Mitchell
Mayor

JFM/dlf
Attachments

cc: Mr. Tavares
Harbor Development Commission



**CITY OF NEW BEDFORD
BOARD & COMMISSION APPLICATION**

The Mayor is seeking citizens who wish to serve on City Boards and Commissions established to assist and advise the City on specific matters. Please complete this application in full (attach a resume and other information which may assist the Mayor and the City Council in making its selection) and file it with the Personnel Office. The Mayor reserves the right to reject any application. Some appointments are subject to confirmation by the City Council.

Board/Commission applying for: (see reverse side) Habor development commission

Name: Joseph M Tavares Email: _____

Home Telephone: _____ Work Telephone: _____

Residence Address: 526 West Rodney French Blvd Zip: 02744

Present Occupation & Place of Employment: Rockland Trust (commercial banker)

Educational Background: B.S. Marketing Johnson and Wales University

Memberships in Community Organizations or Professional Groups:

Prince Henry Society

City Boards and/or Commissions on which you have previously served:

2008-Present Prince Henry Society Greater New Bedford.

2010-Present Rockland Trust Contributions Committee Board.

2011 - The Associates under 40 New Bedford Business Journal

The reasons why you wish to be considered for appointment by the Mayor:

Civic duty to assist

Please detail specific areas of expertise:

In my capacity I have worked directly and indirectly in the fishing industry as well as with businesses located on the waterfront

Please detail specific areas of interest:

Available for meetings in the daytime ☐ evenings ☐ both ☒ (check one)

Resident of the City since what year: 1976

Appointees and incumbents may be required to file a Statement of Economic Interest, as required by the City Council Rules or the Mayor. The statement may require a declaration that you have no interest in conflict with the City of New Bedford. Please return your completed application to the Personnel Department, 133 William St., Room 212, New Bedford, MA 02740.

Applications will be kept on file for two years.

**I DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING
INFORMATION IS TRUE AND CORRECT.**

Signature of Applicant: 

Date: 7-6-2017

JOSEPH M. TAVARES
526 West Rodney French Blvd
New Bedford MA 02744

CAREER HISTORY

2010 – Present Vice President Commercial Lender Rockland Trust

To develop and services a wide variety of secured and unsecured loans or lines of credit, for a sophisticated customer base. Attend to the needs of customers seeking loans or lines of credit on terms that involve significant amounts. Guide the credit department in the development and analysis of financial background data for new or renewed loans. To makes decisions on loans and terms within established lending limits, or make recommendations to a superior. To study industrial, commercial, and financial situations relating to new or existing businesses.

2008- 2010 Business Officer Level II, Vice President Rockland Trust

Tasked with fostering relationships with Small business owners specializing in deposits as well a focus on lending needs. I'm responsible for covering the Southcoast of Massachusetts territory as well as the RI market for Rockland Trust. My role is predominantly sales but also to create and foster teamwork between the retail division and commercial lending. I'm expected to have a high level understanding of banking products and services as well as a wide degree of creativity and latitude.

2006-2008 Chief Deposit Officer, Vice President Slade's Ferry Bank

Promoted by and reported to the CEO of the bank with the primary objective to grow deposits organically and externally. First years goal was surpassed topping over 21 million in deposits of which over 50% was new household relationships. I was also charged with managing the Municipal portfolio for the bank which exceeded over 80 Million and covered over 12 towns.

2005-2006 Market Manager, Slade's Ferry Bank

Managed two retail banking centers focusing on growing the deposit base while coaching team members as we evolved into a sales culture. Was also the sales and service team leader which was charged with the role of creating sales goals, writing and implementing an incentive plan and coaching the banking centers to embrace a sales environment.

2004-2005 Banking Center Manager, Bank of America

My responsibilities were to coach one of the busiest banking centers under the Bank of America northeast footprint. Together with lots of energy and a dynamic team we were able to successfully run a winning environment while fostering a 360 degree coaching culture.

2000-2004 Q-Partner/Premier Licensed Broker Client Group, Quick & Reilly

This was a piloted program where I was selected from over three hundred brokers, to proactively identify sales opportunities while servicing high net worth clients with their transactions. My efforts were to focus on building lasting relationships with external and internal clients, while continually moving the business model objective forward by keeping abreast of a constant stream of new products, services, policies, and procedures.

1998-2000 Financial Service Associate, Bank of Boston Financial Services

As an FSA I would communicate with bank clients on a daily basis to ensure that their investment and banking goals were being met. I also initiated investment business through a branch referral network balancing between banking and investment roles.

1996-1998 Assistant Branch Manager, Bank of Boston

Under the guidance of my branch manager I was responsible for operations, human relations, and sales goals in the branch. My duties consisted of servicing clients, problem resolution, as well as working with and coaching a team of dedicated and diverse bank employees. I also tracked individual sales goals and worked towards creating a motivating work environment that was highly effective.

1994-1996 Customer Service Representative, Bank of Boston

My duties consisted of servicing clients, problem resolution, as well as achieving sales goals.

EDUCATION

1993-1994 B.S. Marketing, JOHNSON & WALES UNIVERSITY

1990-1992 A.S. Business Management, JOHNSON & WALES UNIVERSITY

Nov. 2011 Massachusetts Bankers Association School of Commercial Lending

2010-2011 New England College Of Banking Commercial Lending Program

INVOLVEMENT/ACHIEVMENTS

2008-Present	Prince Henry Society Greater New Bedford.
2010-Present	Rockland Trust Contributions Committee Board.
2011	Top professionals under 40 New England Business Journal
2009-2011	Rockland Trust Business Officer of the Year
2009-2010	Rockland Trust Volunteer of the year
2010	Rockland Trust "you make a difference " winner
1995- Present	United Way greater New Bedford and Fall River
2001-2013	Whaling City Youth Baseball League (board member and coach)
	SMILES mentoring program
	Forever Paws foundation (Past Board member)
	Junior Achievement.