

**Julian Parra**

Bank of America

Julian Parra is Pacific Southwest region executive for Bank of America. In this role, he leads client relationship teams who deliver strategic integrated financial advice and solutions to companies with \$5 million to \$50 million in annual revenues throughout California, Nevada and Hawaii.

Previously, Julian was head of Commercial Banking for Southern California, where he led a team that provided full breadth of Bank of America capabilities to middle market companies.

Julian joined the Bank of America in 1989. His 33 years of experience in the banking industry include leadership positions in finance, marketing, product management and product development. He has also held management positions in Bank of America's Global Banking & Markets unit with responsibility for sales of global treasury management solutions to clients in industry sectors, such as

Aerospace/Defense, Energy, Oil & Gas, Sports Leagues/Franchises, Food & Beverage and Global Industrials. Julian's responsibilities have included working with clients based in the Americas, Asia-Pacific, and Europe, Middle East & Africa.

Julian earned a Bachelor of Business Administration degree from Loyola University of Chicago. He also earned a Master of Business Administration from the University of Chicago-Booth School of Business. He is a FINRA registered principal with Series 7, 79, 63 and 24 securities licenses.

Julian actively participates in the company's Diversity and Inclusion efforts. He is the executive sponsor for the San Diego chapters of the Hispanic-Latino Organization for Leadership and Advancement (HOLA), Leadership Education Advocacy and Development (LEAD) for women and Black Professionals Group

(BPG). He is also the founder of the local chapter of the Bank's Military Support and Assistance Group (MSAG).

He currently serves as chairman of the board of directors of the San Diego Regional Economic Development Corporation (EDC) and as a director of the Center for Advancing Global Business at the Fowler School of Business at San Diego State University.

Julian was recognized by The Alumni Society's Class of 2018 Top 25 Latino Leaders nationwide.