



Julian Parra
Bank of America Merrill Lynch

Julian Parra is a Senior Vice President and Business Banking Executive for Bank of America Merrill Lynch in the Pacific Southwest region. In this role, Julian leads a team of financial professionals who deliver strategic, integrated financial advice and solutions to companies, with \$5 million to \$50 million in annual revenues, throughout California and Nevada.

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

Julian joined the Bank of America in 1989. His 30 years of experience in the banking industry have included positions in finance, marketing, product management and product development. He has also held management positions in Bank of America's Global Banking and 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 (MBA) 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) and Leadership Education Advocacy and Development (LEAD) for women. He is the founder of the local chapter of the Bank's Military Support and Assistance Group (MSAG). Julian currently serves as Vice-Chairman of the board of directors of the San Diego Regional Economic Development Corporation (EDC). Julian was recognized by The Alumni Society's Class of 2018 Top 25 Latino Leaders.