

AARON G. BRUNER, PE MBA

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Professional Summary

I have over twenty-five years leading operations and business execution improvement efforts within the financial services and manufacturing industries. I am a results-oriented leader with a successful record of managing people and improving processes in various environments. I also have sales, relationship management, and technology project management experience which I use by helping organizations adapt new technology to improve products, processes and use resources to reduce regulatory risk and drive business excellence.

Professional Experience

Vice President

2005 - Present

Wells Fargo, Des Moines, Iowa

Currently lead risk and control related activities for the Wells Fargo Personal Lending line of business

- Risk Governance & Process Engineering – Implement projects to improve processes and reduce risk
- Client Services – Managed inbound call center supporting existing business relationships
- Merchant Set-up – Managed team that performs on boarding of new merchants
- Project Management – Led initiatives to drive new business and reduce expenses
- Operations & Collections Quality Team – Oversaw customer service and collections quality monitoring

Professor of Practice, Industrial and Manufacturing Systems Engineering

2017 - Present

Iowa State University, College of Engineering Ames, Iowa

Currently serve as term faculty where I teach students technical sales engineering tools and techniques

- Instructor for Industrial Engineering Courses (Technical Sales and Capstone)
- Instructor for MIS 340 I.T. Project Management (Spring 2021) Ivy College of Business

Vice President – New Business Development

2002-2005

Proplanner Inc., Ames, Iowa

- Responsible for new business development for start-up tech company – increased sales over three years
- Sold process planning & quality software and service projects to Fortune 500 clients
- Oversaw sales team, new business development, technology deployment and distribution channels

Client Executive

2000-2002

Electronic Data Systems (acquired by Hewlett Packard), Ames, Iowa

- Relationship Building with Industrial Clients
 - Responsible for US Territory selling Industrial Engineering software technology
 - Supervised engineers implementing new process engineering projects
 - Helped customers adopt new technology to improve manufacturing processes
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Product Marketing Manager & Regional Sales Manager

1994-2000

Engineering Animation Inc. (Now Siemens PLM), Ames, Iowa

- Managed new business development and client relationships for Midwest region of the U.S.
- Managed product messaging, literature, and customer experience for eFactory Products

Education and Engineering License

MBA, *Master of Business Administration*

1999

Iowa State University Graduate College, Ames, Iowa

BS, *Industrial Engineering*

1993

Iowa State University Engineering College, Ames, Iowa

PE, *Professional Engineering License*; P.E. Certificate # 14626

1999

State of Iowa Engineering and Land Surveying Board

Professional Activities

- Certified Lean & Six Sigma Practitioner – Institute of Industrial Engineers (IISE)
- Process Engineering Software tools – iGrafx, Visio BPMN, & Proplanner software
- Project Management Tools – Microsoft Project and JIRA for Agile Project Management
- Member – American Society of Quality
- City of Ames, Iowa – Rental Housing Property Manager

Personal Interests & Volunteer Activities

- Spring 2024 - Raised Funds for the City of Manson, Iowa Fire Department
- Volunteer Soccer Coach, Gilbert Iowa Soccer Club
- 2024 Vice Commodore Cup Winner – Twin Lakes Sailing Association
- Van Driver – Des Moines Area Regional Transit (DART) Rideshare Driver
- Lifeserve Blood Donor – quarterly donor
- Foodbank of Iowa Volunteer

Wells Fargo Awards Activities

- Personal Lending Excellence Award Q1 2024
 - Execution Excellence Award – 2022 & 2023
 - Diversity and Inclusion Committee
 - Community Involvement Committee
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