

# James Douglas Galyon, III

## Education

Duke University, The Fuqua School of Business | Durham, NC | 2018

- **Master of Management Studies**

Hampden-Sydney College | Hampden-Sydney, VA | 2015

- **Bachelor of Arts, Economics and History** (Majors)
- **Honors:** Graduate with Honors; Dean's List; Omicron Delta Epsilon International Honor Society in Economics member; Phi Alpha Theta National History Honors Fraternity member;
- **Distinctions:** 2012 Rhetoric 101 Essay Award Recipient; Hampden-Sydney College, *The Wilson School of Leadership in the Public Interest* Leadership Program Participant

## Professional Experience

Triad Business Bank | Commercial Banker Sales-Support | Greensboro, NC | 2026–Present

- **Managing Pipeline** of current and prospective loans for five relationship managers and four portfolio managers. Expediting preliminary loan analysis and prioritizing most impactful opportunities.
- **Developing Loan Participation Relationships** with partner banks, serving as the primary representative of Triad Business Bank through the origination, approval, closing and post-closing process.
- **Re-establishing Small Business Administration Guarantee Program Platform** through the coordination of clients, internal credit, and third-party loan administrators.

Lincoln Financial Group | Commercial Mortgage Analyst | Greensboro, NC | 2018–2026

- **Originated \$900M+** in commercial mortgages across 75 loans in 18 U.S. markets. Asset types include manufactured housing communities, multifamily, retail, industrial, office, and mixed use properties.
- **Managed correspondent relationships** as the primary point of contact for major markets including South Texas, Tennessee, Southern California, and Michigan.
- **Analyzed real estate, operations, and sponsorship** for potential loans to determine financing strengths and risks; made recommendations to pursue loans with necessary structure to mitigate risks.
- **Evaluated existing loans** on an annual or quarterly basis to estimate value and cash flow to determine potential for default.

Independent Contractor | New Construction Property Inspector | Greensboro, NC | 2016–2018

- **Conducted monthly inspections** of single family homes and townhomes under construction in Central North Carolina to assess project completion percentages for bank loan funding.
- **Optimized operations** by scheduling and completing all site inspection and photographic documentation within a strict 5 day turnaround.

Birch Management | Outside Operations | Greensboro, NC | 2015–2017

- **Coordinated inspections, maintenance repairs, and turn-work** with vendors and in-house staff for a portfolio of 650 individual apartments, condos, townhomes, and single family homes under Birch's management.
- **Generated a comprehensive marking plan** for Birch Management and its sister company, Triad Maintenance Services, LLC based on industry best practices.
- **Developed and implemented an inventory system** for stocking, tracking, and resupplying commonly used maintenance materials, more than doubling the efficiency of the maintenance technicians.

## Leadership and Public Service

Greensboro Transit Advisory Commission | Member & Chair | Greensboro, NC | 2018–2026

- **Served six terms as Chair**, elected by my fellow board members. Led the transition from an Authority Board to an Advisory Commission, which included drafting bylaws and establishing subcommittees.
- **Liaised between GTA staff and the public** to identify and correct deficiencies while implementing strategic improvements, such as Greensboro's first cross town route, Crossmax Purple.
- Directed the GTAC and Greensboro Transit Agency through the Covid 19 pandemic, worked with city staff to institute free fares and essential safety protocols.

**Greensboro Board of Adjustment** | Member | Greensboro, NC | 2025–Present

- **Review and vote on requests** for variances, special use permits, and special exemptions for commercial and residential properties within the City of Greensboro.

**North Carolina Institute of Political Leadership** | Fellow | Greensboro, NC | Fall 2015

- Analyzed the qualities, ethics, and characteristics required to be an effective leader.
- **Developed a comprehensive campaign plan** that included a district population analysis, political marketing campaign, budget, and goals for a specific political office.

**Community Engagement**

- **Active Member:** Greensboro Sports Council; Christ United Methodist Church (CUMC).
- **Service Leader:** 19-year participant and 13-year Site Leader for CUMC South Carolina Mission Trip.
- **Mentorship:** CUMC Youth Group Leader (2015–2025); Youth Basketball Coach (2015–2020).
- **Event Volunteer:** Wyndham PGA Golf Tournament, ACC Men’s and Women’s Basketball Tournaments, Super 32 Wrestling Tournament, and various meets at the Greensboro Aquatic Center.