



# BANKER SPOTLIGHT



NEWLY APPOINTED CFT BOARD MEMBER

# PABLO VALLEJO

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GENERAL MANAGER  
BANCO PICHINCHA-MIAMI AGENCY

DECEMBER 2022

Pablo Vallejo started his career by working at Citibank in his home country of Ecuador. Vallejo climbed the corporate banking ladder through various positions within finance, specializing in financial planning and analysis, reporting, forecasting and performance management, among other areas. His experience led him to become the CFO at Citibank for the Central American and Caribbean region. During his time as a CFO, Vallejo had to experience a unique situation with a simultaneous acquisition of two financial groups. The operations spanned across six countries in Central America. The level of overlapping businesses and focus on integration made the transactions extremely complex.

The complex acquisition was followed by a long period of simplification and optimization efforts. After seven years, plenty of work and sacrifice from many, Citibank decided to sell the acquired businesses because they didn't fit in their global strategy. During this time, Vallejo learned a lot of lessons from global banks. His final role at Citibank took him to Puerto Rico where he led a global tax optimization effort managing a business with over \$50 billion in assets.

After working solely for Citibank for many years, Vallejo had the opportunity to move to Banco Pichincha and lead the Miami Agency.

Banco Pichincha Miami Agency is part of the Grupo Pichincha, one of the most important financial groups in Ecuador. Grupo Pichincha has a presence in Ecuador, Colombia, Peru, Panama, Spain, and the United States. The Miami Agency is a fundamental operation for the group as it provides key products and services not only for Ecuadorian clients but also for Latin American clients. Vallejo's role is to enhance the agency's capabilities and product offering while diversifying risk.

Vallejo brought vast banking experience and knowledge from over 25 years of working with a global bank to Grupo Pichincha. He is currently working on key strategic pillars for the agency's continued success. He hopes to accomplish this by fostering leadership culture while promoting critical talent development, driving business results with a robust control environment, promoting continuous processes of improvement and automating and making the agency a great working environment.

Since day one at the agency, Vallejo has demonstrated strong leadership skills with a hands-on approach. He has an open-door policy with his employees ensuring a very close communication channel. He strongly believes in promoting relationship building across the board with the agency's employees, clients and regulators. Positive results will come from strong relationships. This has been a key success factor for the agency especially while facing the Coronavirus pandemic.

Vallejo has brought a level of dynamism and flexibility that has been well received by all at Banco Pichincha. He has been able to maintain a hybrid schedule for employees, establish quarterly townhalls, events, newsletters, conduct employee satisfaction surveys and more.