



ANTHONY GALIANO

CONTACT

Anthony Galiano

115 Kennedy Lane
Berlin, New Jersey
08009

609-668-3083

Anthony@AnthonyGaliano.com

 /anthony-galiano-9b98b13

PROFESSIONAL ASSOCIATION

- o Member of TMC
- o Member of California MBA
- o Board Member of NJ MBA
- o Board Member & Business Development Committee for AXIS 360 Lift

MILITARY EXPERIENCE

UNITED STATES MARINE CORP
Lance Corporal (Rank Achieved)

- Meritorious Promotion during boot camp to Private First Class
- Meritorious Mast (not typically achieved by a Lance Corporal)
- Honorable Discharge (due to injury after 2 years of service)

SUMMARY OF QUALIFICATIONS

Business Development - Sales Management - Account Management

Versatile and results-driven financial services executive with over two decades of experience leading national sales teams, driving revenue growth, and forging strategic partnerships across the mortgage, banking, and fintech industries. Proven ability to identify emerging market opportunities, build scalable go-to-market strategies, and execute with precision in high-growth, high-pressure environments.

Recognized for his leadership and adaptability, Anthony has successfully navigated roles across origination, capital markets, private label services, and digital transformation. His Marine Corps background underscores a commitment to excellence, operational rigor, and service-driven leadership.

Anthony brings a disciplined, solutions-oriented approach to business development, with deep expertise in B2B consultative selling, client retention, strategic planning, and account expansion. Known for his ability to connect vision with execution, he consistently delivers results by aligning business objectives with market needs, building trust across client relationships, and mentoring high-performing teams.

Additional expertise:

- o New Account Development
- o Contract Negotiations
- o Global Delivery Outsourcing
- o Strategic Business Planning
- o Client Retention
- o Revenue Optimization Through Quality
- o Process Design and Improvement
- o Networking & Prospecting
- o End-to-End Account Management

PROFESSIONAL EXPERIENCE

EVP, Strategic Advisor & Fractional CGO | 2021 - Present

Bianca Broos Company, Sonoma County, California

As EVP, Strategic Growth at Bianca Broos Company, I support lenders, financial institutions and vendors accelerate growth by optimizing business strategies, partnerships, and revenue streams in the mortgage lending space.

I believe that Business Development needs to be future minded, action-driven & propels your businesses toward strategic, adaptive growth. I serve as an advisor who supports Lenders, Vendors & Preferred Partners get there.

Drawing from nearly three decades in financial services, I bring a distinct blend of directness, strategic clarity, and proven expertise to every partnership.

My approach combines deep industry knowledge with a no-nonsense methodology that consistently delivers measurable results. I've advised a strong portfolio of clients as they transformed their vision into reality – and I can do the same for every team and organization I serve.



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PROFESSIONAL EXPERIENCE CONTINUED

Senior Vice President I February 2024 - September 2024

Spring EQ, Conshohocken, Pennsylvania

As Senior Vice President at Spring EQ, Anthony Galiano plays a key role in driving strategic growth across the home equity lending space.

He leads with a focus on consultative selling, leveraging his expertise in B2B financial services to deepen relationships with partners, brokers, and lending institutions. Anthony's leadership is rooted in a strong understanding of the banking and mortgage landscape, where he helps position Spring EQ as a trusted and agile capital source.

With a background in finance and a proven ability to navigate complex market dynamics, he's committed to delivering value-driven solutions that meet the evolving needs of borrowers and partners alike.

Head of Sales and Business Development I August 2022 - Feb 2024

Anaptyss, Alpharetta, GA

Anthony is an accomplished professional with expertise in sales, business development, and digital transformation. As the Head of Sales and Business Development at Anaptyss, he drives overall business growth by developing a differentiated go-to-market (GTM) strategy.

Anthony's focus is on positioning Anaptyss as a leader in digital business transformation and digital experience. He excels in building capabilities and capturing market share in sectors including Mortgage, Banking/Credit Union, Servicing, Insurance, BSA/AML, and ERM. Additionally, Anthony strengthens the Mortgage Origination, Mortgage Insurance, and Third-Party Mortgage Services business.

With his proven track record and dedication, Anthony is a valuable asset to any organization.

Senior Vice President, National Sales and Business Development I 2021-2022

Equilibrium Mortgage Solutions, Parsippany, NJ

- o Identify target accounts in the Banking and Financial Services Vertical to meet and exceed company revenue target.
- o Consult with CXO level executives to:
 - o Identify pain points within the organization
 - o Position product offering to include Consulting, BPM, Business Intelligence, Systems Integration, Testing and QA, Product & Platform Implementation, Data & Analytics and Automation
- o Experience implementing go-to-market plans
 - o Strategic planning, SWOT analysis, customer segmentation, Balanced Score card, CRM methodologies, business strategy development plans and execution.
 - o Process re-engineering, Business Modeling.
 - o Utilize market knowledge and industry contacts to obtain meetings with key decision makers.
- o Establish and understanding of Equilibrium Global Delivery Model with key decision makers while identifying potential cross sell opportunities.
- o Esteem and grow the industry reputation while building strategic alliances and creating growth opportunities.



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PROFESSIONAL EXPERIENCE CONTINUED

- o Contribute to strategic development of business and tactically implement to meet markers.
- o Create revenue projections for the team.
- o Accustomed to hyper growth, pressure based environments.
- o Effective leader, executing on objectives even with limited resources.
- o High energy, dedicated to the team, problem solver and industrious work ethic.

Vice President, Sales and Business Development | 2019-2021

SLK Global Solutions, Dallas, TX

- o Identify target accounts in the Banking and Financial Services Vertical to meet and exceed company revenue target.
- o Direct control of 37% YOY vertical revenue increase.
- o Consult with CXO level executives to:
 - o Identify pain points within the organization
 - o Position product offering to include Consulting, BPM, Business Intelligence, Systems Integration, Testing and QA, Product & Platform Implementation, Data & Analytics and Automation
- o Experience implementing go-to-market plans
 - o Strategic planning, SWOT analysis, customer segmentation, Balanced Score card, CRM methodologies, business strategy development plans and execution.
 - o Process re-engineering, Business Modeling.
 - o Utilize market knowledge and industry contacts to obtain meetings with key decision makers.
- o Establish and understanding of SLK Global delivery model with key decision makers while identifying potential cross sell opportunities.
- o Esteem and grow the industry reputation while building strategic alliances and creating growth opportunities.
- o Contribute to strategic development of business and tactically implement to meet markers.
- o Create revenue projections for the team.
- o Accustomed to hyper growth, pressure based environments.
- o Effective leader, executing on objectives even with limited resources.
- o High energy, dedicated to the team, problem solver and industrious work ethic.

Director, Non-QM Correspondent Sales | 2018-2019

Silvergate Bank, La Jolla, California

- o Identify new prospect opportunities that meet counter party requirements in the Eastern US Territory.
- o Increased clients in territory from 4 to 40 in two years.
- o Facilitating all new client integrations from closing the sale, contract negotiations, on-boarding and account management.
- o Provided training to clients Capital Markets staff on LoanNEX platform, flow and bulk delivery.
- o Facilitated training to clients Sales and Operations staff on Products, Guidelines, Sourcing, Delivery and LoanNEX Platform.
- o Manage correspondent clients to ensure an increase in volume, maximizing utilization and pull through.
- o Gather market intelligence in order to identify new opportunities.
- o Attend all national, regional and state trade conferences.
- o Utilize industry contacts to obtain face-to-face meetings with key decision makers.



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PROFESSIONAL EXPERIENCE CONTINUED

Vice President, Regional Account Manager | 2017-2018

Envoy Mortgage, Monroe, Louisiana

- o Identify new prospect opportunities that meet counter party requirements in the Mid-Atlantic Region.
- o Facilitating all new client integrations from closing the sale, contract negotiations, on-boarding and account management.
- o Manage existing correspondent clients to ensure an increase in volume, maximizing utilization and pull through.
- o Gather market intelligence in order to identify new opportunities.
- o Utilize industry contacts to obtain face-to-face meetings with key decision makers.
- o Consult with CXO level executives and secondary market management to identify opportunities.
- o Present Monthly Business Reviews to Envoy Mortgage executive leadership for review of production, identification of growth areas and market needs.

National Affinity Relationship Manager – Business Development | 2015-2017

FGMC, Tysons Corner, Virginia

- o Manage a team of Regional Affinity Account Executives to include recruiting, training and onboarding and attending and facilitating all client meetings.
- o Facilitating all new client integrations from closing the sale, contract negotiations, onboarding and account management.
- o Identify target Credit Union prospects and assign to Regional AE's while also prospecting outside of assigned AE territories in order to build a client base to facilitate hiring additional AE's.
- o Gather market intelligence in order to identify new opportunities.
- o Work with marketing to create trade show budget and identify mandatory conference attendance as well as creating a full line of B2B materials.
- o Utilize industry contacts to obtain face-to-face meetings with key decision makers.
- o Consult with CXO level executives to identify pain points within the Credit Union's lending division to position FGMC's Correspondent Credit Union channel.
- o Present Monthly Business Reviews to FGMC executive leadership for review of production, identification of growth areas and market needs.
- o Create and deliver presentation to key decision makers to offer solutions to the needs of the Credit Union.

Freedom Mortgage | Mount Laurel, NJ

- o Vice President – Business Development | 2014-2015

iGATE Corporation | Fremont, CA

- o Associate Director – BFS Sales | 2013-2014

WELLS FARGO HOME MORTGAGE | Marlton, NJ

- o Senior Mortgage Consultant | 2005-2011

PHH Mortgage | Mount Laurel, NJ

- o Business Development Account Executive | 2011-2013
- o Sales Manager (2005, 2001-2003) | 1998-2005
- o Field Sales Trainer, Learning and Development (2004)
- o Operations Manager (2003)
- o Senior Mortgage Consultant (1998-2001)