

## **Michelle Brown • SR. VP CIBC • BIO**

Michelle grew up in a traditional household of strong women perfecting the art of Good Housekeeping while wearing pretty little dresses. She was known to be the bossy older sister, often telling everyone around her what they should do.

Michelle went to University of Guelph and graduated with a bachelor of Commerce, honours program specializing in Hotel and Food Administration.

Michelle's first job out of school was a wedding coordinator which turned out to be too seasonal to make ends meet. The careers section of Toronto Star led her to Household Finance Corporation (HFC) where she learned that finance sales was her talent. After 3 years of selling 28% lines of credit she gladly accepted an offer to become the very first Mobile Mortgage Specialist for CIBC in Oshawa.

Michelle is the proud mother of two wonderful children, William (20) and Katie (18).

For the last 22 years Michelle has been with CIBC in various roles all in the same line of business, mortgages.

Today, Michelle Brown is a Regional Vice president of Mobile Sales at CIBC. She oversees a salesforce in GTA of 275 who originates over 7 billion in mortgages annually. Michelle has extensive history in mortgage sales leadership and is best known for creating a loyal, motivated sales culture that performs above industry average.