

# Greg Dunn

Vice President - Business Development at Greater Texas Capital Corp.

greg.dunn@getcdc.org

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## Summary

Over twenty years of extensive experience in commercial finance specializing in secondary market/wholesale of commercial real estate lending for small to medium sized businesses. Lending expertise for small balance conduit, Fannie Mae, conventional real estate lending, SBA 504/7A, and commercial lending. Direct experience in sales/account management, building and developing new markets, strategic planning and implementation, process platform evaluation, and team building.

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## Experience

### **Vice President - Business Development at Greater Texas Capital Corp.**

January 2009 - Present (2 years 7 months)

Co-originate commercial real estate and equipment loans from commercial brokers and banks.

Typical deals encompass loans ranging from \$500M to \$10,000M in size and include owner occupied, hotel, and special use properties. Deals are structured for exit within the SBA 504 Program.

### **Regional Manager at Principal Financial Group**

2007 - 2009 (2 years)

Originate commercial real estate loans from commercial brokers and banks. Typical deals encompass loans ranging from \$750M to \$5,000M in size and include multi-family, investment and owner-occupied real estate. Deals are structured for exit within Fannie or CMBS market.

*2 recommendations available upon request*

### **Wholesale Relationship Manager at Lehman Brothers Small Business Finance**

2006 - 2007 (1 year)

### **Regional Director at Zions National Real Estate Group**

2002 - 2006 (4 years)

### **Regional Manager , Small Business Finance at Heller Financial**

1993 - 2001 (8 years)

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## Education

### **East Central University**

1982 - 1986

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## 2 people have recommended Greg

"There are many positive things to say about Greg, but the most important is that he is a man of character. During his time at The Principal, Greg always acted in the most professional and ethical manner possible which allowed him to be successful in the origination of small balance commercial and multifamily real estate loans. Greg worked well with our clients and staff alike. He always strived to find a way to get a good deal done. I have enjoyed getting to know Greg and I look forward to the day in which we may have an opportunity to work together again. Should you have any questions or comments please do not hesitate to contact me."

— **Jim Going**, *Managing Director, The Principal Financial Group*, managed Greg indirectly at Principal Financial Group

"Greg has the rolodex, relationships, personal drive and people skills to succeed in small balance lending. His ability to work well within a team atmosphere sets him apart. He has an outstanding ability to find common ground between external lending demands and internal credit requirements. Greg maintains a high degree of integrity and brings a positive attitude to everything he does. He has been and will continue to be a top performer with excellent real estate knowledge. You will be hard-pressed to find a better blend of skillsets."

— **Kerry Studer**, was Greg's client

[Contact Greg on LinkedIn](#)