

# Philip Picillo

Senior Vice President

## Introduction

Philip Picillo is Manager of Treasury Management Service and Sales. His responsibility includes treasury management service, sales, and implementation teams with a keen focus on building upon and enhancing the overall client relationship.

Philip has a proven record of developing and executing long-term strategies, while also achieving short-term, bottom line results for treasury management teams.

## Background and Experience

Philip has more than 20 years of experience in treasury management, most recently working as Senior Vice President of Sovereign Bank. For nine years, Philip led treasury management sales, service and related marketing duties for Sovereign Bank. He was also responsible for treasury management product development and merchant services activities.

## Education

Philip holds a JD from the Massachusetts School of Law and is admitted to the Massachusetts State Bar. Phil received his MBA from Farleigh Dickinson University and his Undergraduate degree in Accounting from Bentley University. He has also served as an adjunct professor, focusing on Internet law, contracts, UCC and eCommerce. He is a Certified Treasury Professional and has presented at numerous treasury management conferences. He also served as both a board member and President of the Treasury Management Association of New England and the on the board of the New England Automated Clearing House Association.



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