

Connecting with authenticity



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Finding authentic ways to connect, listen and respond sums up Mary Martuscelli's approach to life and work. In her first six weeks as Regional Executive in U.S. Bank Private Wealth Management, she made a "Meet, Listen & Learn Tour" through the West Region, connecting with every employee in her markets.

"I talked with each person about their family and career, and asked for their ideas about how to make our organization even stronger in serving clients," she says. "I came home with a real sense of connection to the people in my region and their commitment to quality. We are all focused on meeting our clients' needs. This is not a company trying to sell the product of the day."

Mary is responsible for growing and managing all aspects of Private Wealth Management in Washington, Oregon, Arizona, Nevada, Utah and Colorado. She joined U.S. Bank with more than 30 years of financial services experience with J.P. Morgan Chase. Among her leadership roles, she was Arizona President and Managing Director of Wealth Management for the Desert Mountain states, and prior to that President and CEO of the Specialized Industries segment of J.P. Morgan's Commercial Bank, serving government, not-for-profit, healthcare, Native American and financial institutions. Mary has also held management roles in human resources, strategic planning and corporate, middle market and small business banking.

Philosophy

In every interaction with clients and employees, Mary's warm personality and commitment to excellence shows through. "I love to laugh," she notes. "Having an appropriate sense of humor can help you in all kinds of situations. I also believe in humility, and I appreciate that there are people

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who can do things better than I can. Facilitating their success benefits me, too. As I matured as a manager, I came to understand that I shouldn't try to do everything myself. You can be more effective by surrounding yourself with smart, capable people and giving them the tools and the support they need to make all of us successful."

Education and community involvement

A native of the Detroit area, Mary earned a Bachelor's degree in finance from Michigan State University and an MBA from Wayne State University. She is a member of Greater Phoenix Leadership and serves on the boards of the Arizona Community Foundation, Arizona Science Center, Fresh Start Women's Foundation and was a member of the 2015 Arizona Super Bowl committee.

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