

## **November 2016 Spotlight**

### **Member Spotlight: Tracy Veillette**

**Company:** Tech Data Corp

**Title:** VP/Controller

**Length of FEI membership:** 5+ years

**Tell us a little bit about your career, educational/professional background and how you got to where you are today.**

Both my undergraduate and graduate degrees are from the University of North Carolina at Chapel Hill, so yes, I am a college basketball fan. My bachelor's degree is in business administration and my master's degree is in accounting. I am also a CPA. I spent 8 years in public accounting before joining Tech Data as an accounting director. I've been with Tech Data for nearly 19 years and am currently serving as the Controller.



**How did you discover your passion for finance?**

By accident. I started college as a math major and after taking honors calculus with 600 other students I thought, "what the heck am I going to do with this degree?" My father was in business, so I switched to business with a concentration in accounting, which in my mind was "business math."

**What is your best tip for how to stand out in the finance field?**

(1) Say yes to taking on new areas and/or projects. (2) Learn the business. (3) Know the customers and vendors. (4) Be able to translate the numbers into action for the commercial teams.

**Do you think it takes a certain kind of personality to thrive in finance? What traits are most important?**

Yes. Obviously financial acumen is important, but beyond that you have to have an attention to detail, a high degree of curiosity and adaptability.

**What is your best networking tip?**

If you need to follow up with someone you meet, make a note on the back of his or her business card. Do not rely on yourself to remember...

## **Sponsor Spotlight: Julio Ramirez, Jr.**

**Company:** Fifth Third Bank

**Title:** SVP, Commercial Line of Business Manager

**Length of FEI sponsorship:** 6 years

**Tell us a little bit about your career, educational/professional background and how you got to where you are today.**

I've spent most of my career in banking. I was fortunate enough to be part of the INROADS Internship Program after finishing high school and secured an internship in a corporate setting. This better prepared me during college and helped me to focus my interests.



I received my bachelor's degree in finance from The University of Tampa and became a Florida-licensed CPA. After college, I began working in Financial Services, which not only leveraged and developed my talents and education, but also allowed me to serve my community, helping businesses achieve their financial goals.

I believe my background, education and experience in this market make me uniquely suited to serve my organization and those businesses in the middle market segment in Tampa Bay. The path to my current role has been enjoyable and humbling, as I have learned a great deal not only from others, including key mentors and friends, but also through my own missteps. Despite the challenges facing our industry, I am committed to improve, learn and support those organizations that are critical to the success of our regional economy.

**What is one piece of information you wish someone had told you when you first started your career?**

There is no such thing as "bankers hours." Banking was very different when I started in the late 80's. Some say it was actually "fun." Today, as with many other businesses, you are really working all the time, representing your personal brand and your company while sharing your experiences.

**What do you love most about working in the finance profession?**

It is most enjoyable when we have the ability to add value to others and our own organization. We are constantly challenged to learn about new businesses and industries with the goal of helping others achieve their goals. Everyone needs us in some way. The

goal is to find the right combination of chemistry, appetite and expertise to earn the right to partner with a business. The competition is excellent, which forces us to be better every day.

**Why does your company sponsor FEI Tampa Bay Chapter?**

Fifth Third Bank sees the value in the networking and programming offered by the chapter. FEI keeps our team informed and abreast of the key issues and opportunities other financial professionals face. We are proud to be part of an organization that keeps its members current and engaged in the local community, while also providing the opportunity to share experiences and ideas.

**What are some of your personal hobbies outside of work?**

With two young children (5 and 7) my time outside of work is really committed to their activities. I help coach my son's Little League team and enjoy my daughter's swimming, ballet, gymnastics and ice skating. It has been extremely rewarding watching them learn about competing, developing a sense of discipline and actually having fun. My friends with older children tell me time goes by way too fast – I don't want to miss a second with my awesome little people.