



Jerel Saltzman

Director
Fixed Income Institutional Sales

CONTACT

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BACKGROUND

Jerel joined First National Capital Markets (FNCM) in June 2019. He brings over 20 years of experience assisting financial institutions, trust companies, corporations, and individuals with their investment needs. His start was as an investment officer with the National Bank of Commerce (NBC) in 1996. After the bank was acquired by Wells Fargo, he took a position as a Correspondent Banking Officer with First National Bank of Omaha (the parent company to FNCM) assisting community banks with bank stock lending, overlines, operations, and funding needs. Previously, he was a Vice President at First Bankers Banc Securities, Inc. (FBBS).

Jerel's experience has been invaluable in providing community banks with proper portfolio management and asset liability advice.

EDUCATION

Jerel earned a Bachelor of Science Degree in Business Administration & Finance from the University of Nebraska – Lincoln, and an Associates of Science degree in Business Administration from York College.

PROFESSIONAL LICENSES

Jerel holds and maintains the FINRA Series 7 General Securities Representative, Series 52 Municipal Securities Representative Exam, and Series 63 Uniform Securities State Law Exam registrations. He is active within the Nebraska Bankers Association, Nebraska Independent Community Bankers Association, Iowa Bankers Association, and the Community Bankers of Iowa.

NORTHLAND SECURITIES, INC.

Northland Securities, Inc. (NSI), Member FINRA/SIPC, Registered with SEC and MSRB, is a diversified financial services firm, including investment banking and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors. Northland is a leading underwriter of tax-exempt bonds in the Midwest (*Bloomberg Finance L.P., Annual League Tables Rankings, Full Year*) and is recognized for its equity markets research and specialization in finance and capital market access for corporate, government, and non-profit clients.

NSI is a subsidiary of Northland Capital Holdings, Inc. (NCH). First National of Nebraska, Inc., is the parent company of NCH, First National Capital Markets, and First National Bank of Omaha.