



Thomas L. Ransom

**Executive Vice President,
Virginia Region President**

Thomas L. Ransom currently serves as the President of the Virginia Region at Truist Financial where he integrates and brings the full set of Truist Financial solutions to the market. Before this role, Thomas served as the first Head of Sales and Client Experience Strategy for Truist Financial and he is an inaugural member of the bank's Operating Council and the Executive Response Operations team. He is a twenty plus year veteran of Truist and has led high performing banking teams throughout the Mid Atlantic. Of note, Thomas led and directed the strategic development, deployment and reinforcement of the enterprise sales and client experience strategy. He led the development of the Truist Performance Awards, the "Truist Difference" and the Truist Integrated Relationship Management strategy. Mr. Ransom is a passionate client advocate and that showed through his leadership of the Client Experience and Client First Solutions teams.

Thomas has led, chaired and been a member of over a dozen high performing boards of directors and currently serves on the national board of INROADS, Grandbridge Real Estate Capital, Truist Leadership Institute, the N.C. Bankers Association D&I Council, Virginia Chamber, Virginia Business Council, Virginia Foundation for Independent Colleges and the Virginia Bankers Association. Recently, Mr. Ransom was tapped to Chair the Corporate Advisory Council for the U.S. Black Chambers.

Mr. Ransom also serves as Chair of Truist Financials' corporate business resource group for Black teammates and allies and he sits on the Diversity, Equity and Inclusion committee. In that role, he works to produce strategies that help the bank retain, advance and recruit diverse associates and clients. Mr. Ransom built the Truist HBCU strategy which is a groundbreaking collaboration effort to help ensure the success of those students and schools. Representing Truist, Mr. Ransom has launched a groundbreaking partnership with the United States Black Chambers, Inc. to address the urgent crisis facing black owned businesses in America. He served on the Professional Advisory Council for the University Of Phoenix School Of Business and helped develop entrepreneurship curriculum to support increased access to capital for minority owned businesses.

As a Virginia native, Mr. Ransom attended Middlesex High School where he won the Virginia state championship in football. He went on to earn a Bachelor of Arts in Economics at Hampden-Sydney College where he was a four year letterman on the football team. He was also selected to complete a fellowship in Public Policy and International Affairs at Princeton University. He subsequently earned a Master's in Business Administration at the University of Baltimore and a Graduate Degree in Banking from Stonier held at the University of Pennsylvania.

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EVP, Virginia Region President

Honors:

In 2010 Mr. Ransom was honored by the Washington Business Journal in their inaugural launch of “top 40 under 40” in Washington D.C. In 2011, he was recognized by SMART CEO magazine as one of the top bankers in the Mid-Atlantic and in 2012 he was recognized with the Minority Business Leader Award by the Washington Business Journal. In 2012, Mr. Ransom was featured in the June edition of The Network Journal as one of the top 40 under 40 leaders in America. In 2016, Thomas was honored in the inaugural Smart CEO magazine Centers of Influence awards. In 2017, Mr. Ransom received the Dworkin Award for Outstanding Service to Youth which is a milestone achievement. Under Thomas’s leadership, BB&T was recognized by the Montgomery County Chamber of Commerce with the Corporate Social Responsibility Award. Mr. Ransom is a repeat winner of the “Sterling Performer” and “Best of the Best” awards at BB&T which is the highest measure of performance at the bank. Thomas accepted the 2020 US Black Chambers “Corporation of the Year Award” on behalf of Truist. Mr. Ransom has recently been selected as a 2021 Top 100 Global Sales Leader by The Modern Sale magazine.