



Ho named head of home lending sales at Wells Fargo Home Lending

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Sandra Ho

Manhattan, NY Sandra Ho will join Wells Fargo Home Lending as head of sales. In this newly created role, Ho will lead Wells Fargo's consumer direct and distributed sales organizations. Previously, the divisions had been under separate leadership. Ho will report to Serhat Oztop, head of sales and retail transformation for Wells Fargo Home Lending.

"Sandra has a proven track record of transforming sales organizations and I'm excited to welcome her to Wells Fargo," said Kevin Reen, head of Wells Fargo Home Lending. "The consolidation of our consumer direct and distributed sales teams under Sandra's leadership will help accelerate our ongoing transformation to de-risk and simplify our business."

Oztop said, "With more than 15 years of experience in banking and financial services, Sandra brings a broad range of skills that will be key in helping advance Home Lending's go-forward strategy aimed at serving bank customers, as well as individuals and families in underserved communities. This consolidation of our two sales organizations is a key component in building a sustainable business model that can be scalable in dynamic market environments."

Ho joins Wells Fargo from JPMorgan Chase, where she held a number of leadership positions in the firm's home lending and consumer and small business payments divisions over the last six years. Most recently, she served as managing director in the consumer and small business payments division. Prior to JPMorgan Chase, Ho held positions at Innovatus Capital Partners, McKinsey & Company, Promontory Financial Group Australasia, and Singapore's Ministry of Trade and Industry.

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