



2024 Ones to Watch - Innovators in CRE: Greg Sousa, Orange Bank & Trust Company

November 26, 2024 - Spotlights



Greg Sousa

Greg Sousa joined Orange Bank & Trust in 2015 as vice president and senior relationship manager developing deposit and lending businesses as the bank built out its Rockland and Westchester markets. In 2017, he was promoted to first vice president and given the added responsibility of leading business development efforts for all Orange and Rockland branches. He was promoted to senior vice president in 2018, adding responsibility for marketing and product development initiatives to his portfolio. In 2020, Sousa was promoted to executive vice president, chief commercial banking officer and in 2024 he stepped into the role of chief lending officer.

Innovative Solution: I believe what sets us apart at Orange Bank & Trust is that we have kept to our growth strategy and remain very active in the market, even with its current challenges. Other banks pulling out on the lending front has allowed myself and the team to pick up generational wealth families into our portfolio. As an institution we have adjusted some lending policies to help minimize risk to the firm, and have stayed out of certain markets which could potentially have increased risk through government policies being put in place.

Innovative Outlook: I believe one of the biggest drivers of our success is that we have bolstered our cash management products, which help our CRE clients with the collection of payments. Some other opportunities that I see driving innovation in the sector are the tenant experience at the property increasing their value, workforce housing development and getting local government.

“Greg Sousa has been a member of the Orange Bank & Trust team since 2015, and currently serves as chief lending officer. During his tenure he has overseen initiatives such as the Bank’s participation in the federal government’s Paycheck Protection Program during the pandemic. His effective management of administrative responsibilities, significant contributions to loan and deposit production, and capable leadership are consistently recognized by his peers and colleagues.” - Kayleigh Lentz, Co-Communications, Inc.

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