



Banking &amp; Financial Services

# Pioneer names new business banking team leader

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Jesse Tomczak, Pioneer's chief banking officer, left, and business banking team leader Jenifer Marten.

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By Luke Nathan – Reporter, Albany Business Review  
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A regional executive with decades of experience is the new leader of Pioneer's business banking team.

Jenifer Marten joined the Capital Region financial institution in early January as vice president and business banking team leader.

At Pioneer, she is leading a five-person team focusing on small- to midsized businesses with credit needs ranging from about \$250,000 to \$5 million.

Jesse Tomczak, executive vice president and chief banking officer at Pioneer, said he specifically sought out Marten for the newly created role.

"Her reputation is stellar in the Capital District," he said.

Marten previously served as vice president and commercial relationship manager at Saratoga National Bank, overseeing a commercial loan portfolio of more than \$100 million. She has also held positions with Ballston Spa National Bank, KeyBank and First National Bank of Scotia.

Marten said she enjoys working with company owners as their operations grow.

"Even though I'm not necessarily the one building the building or buying the property ... I'm helping that businessperson," she said.

Pioneer has roughly \$650 million in outstanding commercial loans and wants to grow that figure by \$75 million this year, Tomczak said.

Marten's team currently oversees about \$300 million of that total, Tomczak said.

"It's a large portion of what the bank has, and it's a big job with a lot of responsibilities," he said.



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Though she has only been on the job for about six weeks, Marten is already planning to hire at least one additional employee - a business development officer who will focus on Clifton Park and other markets farther north, including Saratoga Springs and Queensbury.

Marten, who grew up in Colonie and now resides in Schaghticoke, holds a bachelor's degree from Siena College in marketing and management. She has served on the boards of the Southern Saratoga County Chamber of Commerce and the Mechanicville Community Center.

Pioneer, a wholly owned subsidiary of Pioneer Bancorp Inc. (Nasdaq: PBFS), has about \$1.85 billion in assets and 22 branches across the Capital District.

The company reported net income of \$3.2 million for the quarter that ended in December, down from \$6.2 million in the prior-year quarter.

From June 30 to the end of last year, Pioneer's net loans receivable increased by about 10.5%, to \$1.26 billion, driven by growth in residential mortgage and commercial construction loans.

The company's headquarters are located on Albany Shaker Road near Wolf Road.