

# SHARON MOE

*Downtown Market President*

If you were welcomed into North State Bank's Downtown Raleigh office by Sharon Moe several years ago, chances are she's still your main point of contact.

This is just one of the things Moe enjoys in her role as North State's market president for Downtown Raleigh. From initial meetings to making loans and more, she sees clients throughout their relationship with the bank.

Asked what a normal day is, Moe laughed, "There is no normal day." She's in charge of business development and relationship management in downtown Raleigh, which means she does a bit of everything.

"I'll start your relationship and five years later if you have a question, you can still call me," Moe says. "I even order checks. It's about what you need today and how to make it happen for you."

This, though, is the joy of her job. There were times in the past she worked in more background roles, so the opportunity to build relationships with people appealed to her when she started with North State in 2008 as an assistant vice president and commercial lender. North State Bank is a community bank headquartered in Raleigh, with offices across Wake County and in Wilmington.

Moe enjoys the size and flexibility of the bank. She works to find creative solutions for her clients, sometimes by hopping in her car and driving to headquarters to meet with others so they can work together on a solution for her customer.

Moe has worked at the bank in Wake County for 11 years. This has allowed her to watch her customers grow, and she is always pleased to know she played a part in their success.

"I love the people part," Moe says. "I'm a bit of a math geek, so I like that I still get to crunch numbers, too, and make decisions based on them."

Since moving to Raleigh from northern Virginia in 2007, Moe has enjoyed being active in the community. She coordinates the Habitat for Humanity build for North State Bank each year and is active in the Friends of Wake Soil and Water Conservation District, Triangle Commercial Real Estate Women and her children's school district.

Moving to Raleigh was an easy decision for Moe. She loves the community's focus on family values and enjoys spending as much time on the water as she can with her family.

"This is home," Moe says. "We love Raleigh and have no plans to leave."



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