

Middle Market Banking

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## Laura Oberst

Executive Vice President and Head of Central Region  
Wells Fargo & Company



Laura Oberst is the executive vice president and head of the Central region for Middle Market Banking within Wells Fargo Commercial Banking.

Middle Market Banking provides local service and decision-making, a comprehensive suite of products, and industry expertise to serve the diverse financial needs of business banking, middle market, and government and institutional banking customers. The team is comprised of experienced and accomplished relationship managers and industry specialists working together to bring the full range of Wells Fargo's services to customers from offices across the United States and Canada.

Since joining the company in 1984, Laura has held several progressive leadership roles. Prior to her current role, she led the Business Banking Group, which served more than 100,000 businesses with annual sales from \$5 million to \$50 million. After beginning her career as a management trainee, her first job after training was as a retail branch manager. Laura has held leadership roles in Community and Wholesale Banking. She spent 20 years in Middle Market Banking before becoming the head of the Business Banking Group in 2016.

Laura earned her B.A. in business administration from North Dakota State University, and her accounting degree from Minnesota State University Moorhead.

Laura serves on the board of directors for HealthPartners, Inc., the Greater MSP Economic Development Partnership, Minnesota State Chamber of Commerce, and the North Dakota Trade Office. She is a past chair and continues to serve on the Wells Fargo Minnesota Leadership Council and the Metropolitan Contributions Committee. A long-standing supporter of developing women's careers, she has been actively involved in Minnesota Women's Economic Roundtable and Deloitte's 100 Wise Women initiative. She helped launch the Women of Wholesale Group within Wells Fargo. She has been recognized and awarded the *Minneapolis/St. Paul Business Journal* Women in Business; *Finance and Commerce* Top Women in Finance; and *Twin Cities Business* Notable Women in Commercial Banking.

A native of Rugby, North Dakota, Laura and her husband have three children and live in Mendota Heights, a suburb of the Twin Cities.