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## **2022 Ones to Watch: Jeffrey Charnel, Vice President Commercial Lending at North Easton Savings Bank**

June 10, 2022 - Spotlights



What recent project, transaction or accomplishment are you most proud of? A recent transaction that makes me most proud is our investment into the downtown area of the city of Brockton. We

funded the city's first market-rate construction project which includes a 44 luxury-unit apartment building located at 47 West Elm St. This beautiful building has a sleek multi-tone panel exterior, parking garage, technological highlights including electronic keys, 40 cameras covering common areas as well as outside, elevators and a package delivery system with parcel lockers. Growing up in Brockton, it made me very proud to be a part of this project as there's nothing quite like it in the city. In general, our bank is partnering with Brockton area developers to provide significant commercial investments in the city's future.

What does it take to succeed in your specific industry? You have to actually care about the outcome, the long-term local impact of a project not just the immediate financial returns. I've dedicated myself to becoming a true partner, a piece of the fabric of the community, so I'm able to innately understand what's happening locally and how we can help. Our approach is to listen, offer advice, and overall build long-term mutually beneficial relationships. We believe that when our local partners succeed, everyone in the community wins. Success in this industry also requires you to be highly motivated, eager to continue learning and open to changes by adjusting and adapting to the market as well as client needs.

What are the top 3 items on your bucket list?

Go to a Superbowl  
visit Asia  
Ring the bell on Wall Street!

What are you doing when you aren't working? Spending quality time with family and friends or traveling to different countries when my schedule permits