

Lisa S. DeCarlo
Managing Director, Chief Operating Officer
Government & Institutional Banking
Wells Fargo & Company



Lisa DeCarlo is managing director and chief operating officer for Wells Fargo Government & Institutional Banking (GIB). Based in New York, she serves as a key member of the leadership team and drives the day-to-day business management for GIB, focusing on strategic planning, business strategy, administration, process/policy, analytics, segment-wide communications, and internal & external partners and vendors relationships.

Wells Fargo GIB provides a wide range of services to meet the unique needs of governments, education, healthcare and not-for-profit organizations. Bringing together specialized relationship managers, investment banking professionals, and tax-exempt sales and distribution specialists into one team Wells Fargo

GIB integrates the full range of Wells Fargo resources to create the most value for more than 4,000 clients.

Prior to joining Wells Fargo in 2008, Lisa served for six years as principal and national business manager for the public finance group at Banc of America Securities. She also held business development and consulting roles with Fannie Mae and GE Capital Mortgage Corporation.

Lisa earned her B.S. in marketing from Clemson University in Clemson, S.C., and is Series 24, 53, 7, and 63 licensed. She is also trained in Six Sigma. She is on the Wells Fargo Wholesale Diversity Council, the Commercial Bank Women's Leadership team, the Charlotte Wholesale Women's Network, the Women of Wholesale, and is the senior sponsor of the GIB Engagement Council.

Active in the community, Lisa is on the leadership council for the nonprofit organization, Young Women's Leadership Network, which supports two life-changing programs that empower low-income youth to break the cycle of poverty through education. She is also involved in community projects with New York Cares, New York City's leading volunteer organization, which brings volunteer support to thousands of nonprofit agencies, public schools, and other deserving organizations.

Lisa is an avid cyclist, runner, and skier, and spends as much time as possible traveling abroad.