



## **STACEY BARSS**

CAP COM Federal Credit Union

Stacey Barss is the Business Relationship Manager at CAP COM Federal Credit Union and is responsible for overseeing Business Development and employer group relations. She leads the strategy, execution, and results for CAP COM's member company groups to expand financial literacy across the Capital Region and to grow CAP COM's membership base.

Stacey's expertise in leadership management and strategic planning has helped to bring the "CAP COM @ Work" program to life. She increases lead generation and sales across all divisions of the credit union by representing the financial institution at public community events, bridging the gaps among stakeholders and identifying key partnerships and goals cross departmentally. She oversees the Business Development Administrator and works closely with the Business Services Banking team, CAP COM Financial Services and Senior Executive Leadership at the credit union. Stacey came to CAP COM with over 10 years of sales and leadership experience in the pharmaceutical and medical device industries. She has won numerous sales and leadership awards, as well as brought extensive experience leading cross departmental teams to CAP COM.

Stacey earned her Bachelor of Arts in Business Administration from the State University of New York at Oswego. She received her master's degree in Business Administration from the University of Scranton in 2017. Stacey holds certifications in Situational Leadership, The Challenger Sales Model and Professional Selling Skills. She is a member of the Capital Region Chamber's Women's Business Council and joins the organization on the programming committee. She is an active participant in the CAP COM Mentorship Program and enjoys volunteering with the CAP COM Cares Foundation.

A Capital Region native and graduate of The Academy of the Holy Names, she now resides in Saratoga Springs, NY with her children, Ruth and Everett, and her husband Mike.