VIDEO TRANSCRIPT - Career Crossroads - Lincoln Matties

*Corresponding transcript to the Career Crossroads video*

​Below is the transcript to the PNC Flix video Career Crossroads - Lincoln Matties.

-So, I joined the bank in 2007.

I've had 5 different positions

in 12 years,

and I can think of

half a dozen more

that I'm interested in.

and I'm looking forward

to the next 12 years.

On my first day,

my hiring manager took me

on a tour of the building.

And we were walking along

and he said,

"If you think that you're

an elite salesperson,

this is the door that you really

want to go into for your job

because the top sales team

is through this door.

So, after some investigation

and asking around, I decided,

"Yeah, that's where

I wanted to be."

But, unfortunately,

since I was new to banking,

I needed some more experience,

some more knowledge.

So I went to two more positions

before I was ready

to apply for that group.

But then I applied and I was

able to get the job there.

Banking is my second career.

My first career,

I was in retail management.

I was there for many years.

And my wife had been

with the bank for five years,

and she said,

"Why don't you try banking?

Because retail is every weekend,

every holiday.

Maybe we can spend

some holidays together, right?"

But I had no experience, so I

just came in on the ground floor

with outbound sales,

then I moved to inbound sales.

And at that time, I applied

for the position

that I was trying to go for --

the top sales team --

but didn't get it.

And they said, "We like you,

but you don't have

any business banking

and you don't have

any treasury.

So pick one of those,

and come see us again."

So I picked treasury management

client care and I was there

for a year and a half

and then another position

finally came open

in that sales team.

I applied, got it.

So just under six years,

I achieved that first goal

that I wanted.

I've worked for many companies.

I'm a little bit older

than a lot of people here.

And so I see with PNC,

it's like,

"I can care about you

as an individual,

but at the same time,

I can expect performance

and have high expectations

for your work ethic

but at the same time,

care about you."

I think PNC is that way.

I kind of manage that way.

And I think that you can't ask

for anything better

than that as far

from a company as,

"Hey, I care about you

as an individual,

but I have high expectations

for you,

and I expect you to perform

in the position

that you've chosen."

Every time I do an interview,

I tell my PNC story

because I want people to be

as excited about PNC

and their opportunities as I am.

And I'm not just talking about

the opportunity with my team

but with PNC as a whole.

And I've had 5 positions

in 12 years,

so I've had no time

to be bored whatsoever.

I just look at everything

that's around me right now,

and I try to show them

everything that's around them.

How can they not be excited

about working at PNC

with all the opportunity

that there is?