



Berkshire Bank Hires Ivan Trajkovic, SVP Asset Based Lending For the New York Metro Region

Kingston, NJ - October 17, 2018 – Berkshire Bank, America’s Most Exciting Bank®, announced the appointment of Ivan Trajkovic as Senior Vice President, Asset-Based Lending. Trajkovic brings to Berkshire extensive industry knowledge and executive leadership. His role will focus on sourcing and structuring new asset based lending credit facilities ranging from \$3MM - \$30MM and managing these customer relationships.

Trajkovic comes to Berkshire Bank with 21 years’ experience in banking and 12 years in sourcing and structuring asset-based lending deals for middle market companies and private equity firms. He held the position of Vice President Business Development for the NY/NJ area of Asset Based Lending at PNC Business Credit for 10 years as well as almost two years at Provident Bank providing asset based lending solutions to his customers.

“We are fortunate to have someone of Ivan’s caliber join our Asset-Based Lending Team and continue Berkshire Bank’s growth in the New York Metro area. Ivan is an accomplished and experienced asset-based lending banker who will allow us to provide the best products and services to this market,” said Kenneth Kaestner, Senior Vice President, Asset-Based Lending Manager. “His experience in creative capital solutions for middle market companies will prove extremely valuable in this market. We are excited to have him here.”

Trajkovic attended William Paterson University, as well as Ramapo College in New Jersey. He is active in several major industry and regional business organizations including the New Jersey Association for Corporate Growth (ACG), New York and New Jersey Turn-Around Management Association (TMA), and the New York and New Jersey Commercial Finance Association (CFA).

Trajkovic will be based at 4420 Route 27, Suite A, Kingston, NJ and can be reached at 201-914-5903 or ITrajkovic@Berkshirebank.com

###

About Berkshire Bank

Berkshire Bank, America's Most Exciting Bank®, is recognized for its entrepreneurial approach, relationship customer experience and distinctive culture. With \$11.9 billion in assets, Berkshire provides business and consumer banking, mortgage, wealth management, investment and insurance services through 115 full service branch offices throughout New York, Connecticut, Vermont, New Jersey, Pennsylvania, and Massachusetts, including Commerce Bank, a division of Berkshire Bank. Berkshire Hills Bancorp (NYSE: BHLB) is the parent of Berkshire Bank. To learn more, visit

www.berkshirebank.com, call 800-773-5601 or follow us on: [Facebook](#), [Twitter](#), [Instagram](#) and [LinkedIn](#).

Media Contact: Heidi Higgins

Berkshire Bank

Phone: (413) 236-3756

E-Mail: hhiggins@berkshirebank.com