MELISSA SADLER

OWNER
ISLAND STANDARD, LLC

Melissa Sadler is a Vice President with Deutsche Bank and has 20+ years Corporate Finance banking experience. Melissa currently holds a senior level role at Deutsche Bank where she heads their Bank Loan Services business and has a global team reporting into her. Melissa serves multiple roles as business head where she leads the client service relationships, business strategy and business development efforts for the bank's loan platform.

In 2017 Melissa decided to apply her business experience in an entrepreneurial direction where she launched her LLC, Island Standard Distributors and assumed the role of an importer and distributor. Her company currently focuses on distribution for Stanmark Food Processors Ltd, her family business located in Jamaica.

Stanmark manufactures a diverse line of Caribbean Food Products such as Ackee, Callaloo, Jerk Seasoning, Pepper Sauces just to name a few. Melissa was motivated to get into this business due to her observation of the current market. She analyzed the New York distribution market and saw a gap, she noticed many non-Caribbean distributors monopolizing market sales on Caribbean products they do not stand by. During her analysis she spoke with several black-owned businesses including franchises such as Golden Krust who all confirmed if she sold the product their preference would be to purchase from her versus purchasing from a non-Caribbean wholesale grocery store. She decided to make this Island Standard's primary mission targeting sales towards customers/small businesses/chefs of color/Caribbean descent. These businesses have a much higher turnover for use of the product, they appreciate the products, and they appreciate her connection to

the product and to them and as a result referrals expanded her customer base. She has marketed this approach not just in NY but across the U.S. and as a result tapped into diverse online customer base and now ships products within the U.S.

When Melissa is not too busy managing dual roles, banking and Island Standard, she is an avid Marathon runner. Melissa has ran nine marathons to date, which has carried her across the globe starting in New York, to Chicago, London, Berlin and her family home Jamaica. Melissa calls herself the charity runner as she puts her 26.2 mile marathon runs to good use. She raises funding and awareness for multiple charities that support people with disabilities and charities that promote active health school programs for kids. Melissa is currently training for her 10th race, the Boston Marathon, in which she will cross the finish line on April 20th of this year. She is currently raising funds for a cancer charity, Dana Farber Cancer Institute, a non-profit organization whose mission is to conquer cancer by providing expert cancer care and ground breaking treatments for adults and pediatric patients. She will be running in the name of a family member who lost her battle to the disease.

Melissa believes to stay ahead and continuing professional growth it's important to network. She currently sits on the Women's Steering Committee for the Loan Syndications and Trading Association organization, an organization that globally establishes guidelines, market best practices and brings standardization to the corporate bank loan trading market.

She is a member of Council of Urban Professionals, a non-profit organization that supports the career progression of professional women and people of color into positions of leadership.

Within Deutsche Bank Melissa recently joined the Steering Committee of the Multicultural Partnership organization which actively promotes Diversity and Inclusion efforts within the bank.

Melissa is an active shareholder in the family business, Stanmark Food Processors Ltd, she is one of five siblings who hold shares.

Other accreditations, Melissa holds a B.A. from Pace University, New York where she majored in Political Science, minored in Pre-Law and holds a Master's in Business Administration and Marketing from Long Island University, New York.