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# JESSICA CLAIRE

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## PROFESSIONAL SUMMARY

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Jessica Ahmed Claire Saudi Hollandi Bank objective A proven track record of over 17 years experience in building, leading and motivating sales teams. Currently working as a Regional Head of Transaction Banking Delivering outstanding results in sales environment. Possessing a strong background of Cash Management expertise and a thorough understanding of the overall strategic objectives. Motivated Bank Manager passionate about providing excellent customer service and exceeded expectations. Now looking for an opportunity for career development within a similar sales environment that rewards on merit and hard work.

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## SKILLS

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- Goal-oriented
  - Self-sufficient
  - Team player
  - Organized
  - Strong team-builder
  - Sales professional
- presenter
  - Analytical
  - Cash handling expertise
  - Proficient in MS Office

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## WORK HISTORY

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**WA - Transaction Banking Regional Head**, 06/2005 - Current

**Brass Tap Beer Bar** – Cedar Falls

- Saudi Hollandi Bank, Jeddah - KSA Managing Sales team in Western Region.
- Planning, organizing, and implementing sales programs for the region.
- Increased overall annual sales 25% by incorporating several quality process improvements within the department.
- Conducting sales calls, scheduling promotional work and tracking sales activities on large complex accounts or new territories.
- Key participant in development, design and implementation of regional and corporate meetings.
- Direct sales promotions progress; develop strategic initiatives to optimize sales.
- Analyzing factors such as pricing, distribution, and product performance.
- Maintained friendly and professional customer interactions.

**WA - Product Sales Manager**, 09/2000 - 06/2005

**Samba Financial Group** – City

- Duties included sales and marketing of Corporate Cash products to large local and international corporations.
- Cash Management solutions such as SAMBAAccess-Samba's Electronic Banking Platform, Samba Collection Solutions, Samba Payable Solutions, Cash Pick up Service, SambaConnect- Payment Gateway through internet, Trade Products and other value-added solutions.
- Sales required extensive coordination with the Operations, Technology, Relationship Managers of Corporate Banking Group and Commercial Banking Services.

**Manager**, 05/1998 - 02/2000

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- Managing Point of Sales day to day issues- POS.

**WA - Assistant Manager**, Current - Current

**Saudi Cairo Bank**

- Retail Banking - Sales and Marketing Department
- Managing Point of Sale, Credit Card, and ATM

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## EDUCATION

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**Master: Management**, 1995

**University of Central Texas** - USA, TX

**Bachelor of Science: Marketing**, 1994

**University of Central Texas** - USA, TX

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## ADDITIONAL INFORMATION

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- INTERESTS Reading, Market Watch, and Swimming