

# John Whittaker

## Personal Banker

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Experienced personal banker eager to join Wells Fargo. Established long-term relations with customers and increased branch revenue by 10%. Generated over \$50K revenue by targeting high net worth clients. Familiar with 15+ personal and business loans and lines of credit.

## Experience

### 2015-01 - 2017-08 Junior Personal Banker

*Bank of America, Charlotte, NC*

- Identified customer needs as well as cross- and up-sale opportunities. 70% of referred prospects converted into clients, bringing in ~\$800K annual revenue.
- Mentored and helped two interns onboard for the period of three months.

#### Key achievements:

- Increased the branch's monthly revenue by 40% on a regular basis.
- Diversified the customer portfolio by bringing in 10+ high net-worth individuals.

### 2013-01 - 2015-12 Car Salesman

*Best-Auto, Charlotte, NC*

- Assisted a monthly average of 50+ customers in selecting vehicles to match their budget and expectations.
- Built strong rapport with customers—earned 30% returning customers.

#### Key achievements:

- Named "Best Salesman" for 14 consecutive months.
- Increased the dealership's average monthly sales by additional 2 deals.

## Education

### 2008-06

### South Pasadena Senior High School, CA

High School Diploma

#### Activities:

- Team Leader, Maths Club Grade 12  
Member, Economics Club Grade 9-12

## Interests

- Downhill skiing
- Aikido
- Volunteering at a local NGO

## Languages

French



Intermediate

German



Intermediate

## Key Skills

Lead qualification



Advanced

Customer needs analysis



Advanced