

# John Whittaker

## Personal Banker

**Phone** 123-564-1119

**LinkedIn** linkedin.com/in/j.watson

**E-mail** j.watson@gmail.com

**Twitter** twitter.com/j.watson

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	<b>Junior Personal Banker</b> <i>Bank of America, Charlotte, NC</i> <ul style="list-style-type: none"><li>Identified customer needs as well as cross- and up-sale opportunities. 70% of referred prospects converted into clients, bringing in ~\$800K annual revenue.</li><li>Mentored and helped two interns onboard for the period of three months.</li></ul> <b>Key achievements:</b> <ul style="list-style-type: none"><li>Increased the branch's monthly revenue by 40% on a regular basis.</li><li>Diversified the customer portfolio by bringing in 10+ high net-worth individuals.</li></ul>
2013-01 - 2015-12	<b>Car Salesman</b> <i>Best-Auto, Charlotte, NCY</i> <ul style="list-style-type: none"><li>Assisted a monthly average of 50+ customers in selecting vehicles to match their budget and expectations.</li><li>Built strong rapport with customers—earned 30% returning customers.</li></ul> <b>Key achievements:</b> <ul style="list-style-type: none"><li>Named "Best Salesman" for 14 consecutive months.</li><li>Increased the dealership's average monthly sales by additional 2 deals.</li></ul>

## Education

2008-06	<b>South Pasadena Senior High School, CA</b> High School Diploma <b>Activities:</b> Team Leader, Maths Club Grade 12 Member, Economics Club Grade 9-12
---------	--

## Interests

- Downhill skiing
- Aikido
- Volunteering at a local NGO

## Languages

French	<div><div></div><div></div><div></div><div></div><div></div></div> Intermediate
German	<div><div></div><div></div><div></div><div></div><div></div></div> Intermediate

## Key Skills

Lead qualification	<div><div></div><div></div><div></div><div></div><div></div></div> Advanced
Customer needs analysis	<div><div></div><div></div><div></div><div></div><div></div></div> Advanced