

JESSICA CLAIRE

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Summary

Customer-oriented, strategic-thinking operations and sales professional with nearly 20 years of experience in building relationships, cultivating partnerships, retaining top accounts and growing profit channels. Multi-tasking and self-motivated leader with expertise in expanding network connections, persuasively introducing products and revealing customer needs to deliver solutions. Tactical team builder and strategic planner seeking to leverage background into an exciting role with a leading-edge organization.

Skills

- Superior skills in client relationship management and retention
- Goal oriented
- Results driven
- Analytical
- Proficient in prioritization, time management and organization
- Passion for driving new business development/client relationships
- Exceptional leadership skills
- High attention to detail
- Self-starter
- Positive attitude and open-minded

Experience

VP, Corporate Banking Officer, 11/2015 to Current

Dfcu Financial – Livonia, MI

- Generated new commercial loan growth through the on-boarding of new clients across all segments and industries, as well as portfolio management and risk management of existing clients.
- Generated non-interest fee-income through the cross-sale of Treasury Management products, wealth management accounts and other bank products/services.
- Consistently maintained actively calling efforts on clients, prospects and centers of influence resulting in an average of 35 calls/month.
- Cultivated and maintained strong corporate relationships and strategic community partnerships to capitalize on future opportunities and maximize business success.

VP, Commercial Loan Officer, 09/2013 to 11/2015

Lake City Bank – City, STATE

- Developed new small business and commercial loan client relationships across all business loan types and industry channels
- Generated non-interest fee income for the Bank through cross-referral sales of Treasury Management products, deposit accounts, wealth management products and mortgage products
- Established regular calling routine on clients, prospects and centers of influence resulting in approximately 30 appointments/month

VP, Manager of Treasury Management Services, 10/2007 to 09/2013

Salin Bank & Trust Co – City, STATE

- Managed the Bank's Treasury Management team, products, product development, and Treasury Management client portfolio.
- Increased the Bank's core deposit base and fee income through the development, sale and service of Treasury Management products.
- Analyzed, prepared and presented TM proposals in tandem with or separately from loan opportunities for Bank clients and prospect opportunities throughout all local and regional markets.
- Served as project manager and team leader for full system conversion for the Bank's Business Online Banking and ACH Origination platform.
- Served as project manager for the on-boarding of the Bank's business banking TM products, including Remote Deposit Capture and Positive Pay.
- Led bank-wide team for the Bank's Treasury Management risk assessment program initiated in 2010.
- Facilitated Treasury Management product training for Bank employees to help them identify sales and service opportunities.

AVP, Private Banking Officer, 09/2001 to 10/2007

Salin Bank & Trust Company – City, STATE

- Provided superior levels of service to high net worth clients on all levels of banking needs including deposit services, business and consumer lending and asset management.
- Structured and composed RFP responses for requests submitted to the Bank by public fund entities.
- Led team of individuals in research, implementation, training and sale of Treasury Management products such as Remote Deposit Capture and Health Savings Accounts.
- Performed a leading role in the Bank's effort to replace/upgrade its website and consumer/business Internet Banking products.

Education and Training

Bachelor of Science: Business Management, 05/2001

Purdue University - West Lafayette, IN

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- Study Abroad, Madrid, Spain
- Dale Carnegie Leadership Series
- Sandler Sales Training
- IBA Commercial Lending School
- Proficient in MS Office Applications: Word, Excel and Power Point

Honors

IndyCrew2014, presented by OneZone Chamber of Commerce

• Indy's Best & Brightest Winner, 2015, presented by Junior Achievement