

# JESSE KENDALL

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## HIGHLY SUCCESSFUL BANK MANAGER

Results-oriented and proactive management professional with 12 years of progressive experience in banking operations. Track record of delivering quantifiable results in sales, P&L management, staff supervision, and customer service. Well-regarded interpersonal, analytical, and problem-solving skills. Key competencies include:

- P&L Management
- Training / Development
- Regulatory Compliance / Audit
- Revenue Growth
- Relationship Management
- Multi-site Management
- Customer Service
- Account Development / Retention
- Recruitment / HR Processes

## SAVVY BANK MANAGEMENT

ABC FINANCIAL SERVICES, Eugene, OR • Home Credit Solutions

20xx-20xx

### Bank Manager

- Selected by the organization to advance sales/closings through a pilot program affiliated with Wells Fargo. Generated \$8 million in subprime loans in just six months and exceeded the organization's loan-closing goal of \$1.2 million per month. Earned a \$1 million trophy in the first month with the organization.
- Developed, nurtured, and maintained relationships with referral partners, realtors, and others to drive sales. Recommended working on relationship cultivation rather than focusing on cold calls; this practice was adopted by the organization.

BCD BANK, Eugene, OR • Credit Solutions

20xx-20xx

### Bank Manager

- Earned top-producer status two years in a row. Recognized as the "sales guru." Headquartered in a REMAX office, which enabled working closely with realtors and allowed opportunities to build relationships and gain referrals. Made a point of thanking/rewarding clients for referrals.
- Closed \$22 million in 2005. Earned trophies for top producer and received an all expense paid trip to Palm Springs, CA. Won five all expense paid trips in total. Propelled to the top 10% in production each year with the organization. Recognized as a million-dollar producer and a member of the Leaders Club.

CDE NATIONAL, Eugene, OR • Personal Banking

20xx-20xx

### Bank Manager

- Built relationships with clients, referrals, and others that maximized business opportunities and increased loan originations.
- Closed \$18 million in loans and earned a Presidents Club award. Originated/closed \$33 million through a bilingual partnership. Recommended that the organization hire a bilingual account executive; business doubled through penetration into Spanish-speaking communities. Presidents Club member three years straight.
- Managed the Adelphi Banking Center. Oversaw tellers, daily operations, and product promotions, including checking, savings, CDs, and mortgages. Ensured complete customer satisfaction. Closed the most checking, savings, and loan accounts across the region. Received a promotion to account executive and moved to a larger branch.

## EDUCATION

XYZ COLLEGE, Eugene, OR

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*Bachelor's Degree in Business Management*