

Robert Smith

Business Relationship Manager II

PERSONAL STATEMENT

To work in a dynamic, diverse work place where its team members' growth and development is encouraged and thus its employees can grow professionally and accept bigger responsibilities and challenges. To obtain and secure a position where enthusiasm, experience and knowledge will be utilized.

WORK EXPERIENCE

Business Relationship Manager II

ABC Corporation - 2007 - February 2012

Responsibilities:

- Responsible for the overall success and growth of assigned sales territory.
- Managing relationships of existing customers, providing continuing financial advice as appropriate, determining customers commercial loan and deposit needs and deepening existing customer relationships, acting as the customers advocate in securing suitable credit and cross sells products and services.
- Structuring and completing straight forward secured and unsecured business loans.
- Effective partnering with retail branches and other Seyda B.
- Reviewing customers needs and accounts on a quarterly basis and determining their cash flow and deposit and/or lending needs and working with the assigned Treasury Management Representative to structure the best and most effective proposals to customers.
- Managing a portfolio with a total of 100 households, \$30MM loan volume, \$20MM deposit and \$1.1MM revenue.
- Provide feedback, market intelligence, and other data for reporting purposes.

Business Relationship Manager

ABC Corporation - 2005 - 2007

Responsibilities:

- Construction and hardware company with wholesale and resale stores and 20 employees.
- Business Relationship Manager Improved operational efficiency by 20% and led a 3-person team across multiple functions, including construction, staffing and purchasing.
- Ensured the overall growth and success of an assigned portfolio by deepening relationships with existing clients and new acquisitions.
- Audited and maintained business accounts and employed advanced negotiating techniques to reduce income losses by 15%.
- Bolstered annual sales by 15% by developing relationships with construction firms.
- Performed effective financial analysis in cash flow, credit and collateral.
- Prioritized and delegated tasks to staff to complete the construction projects within deadlines..

CONTACT DETAILS

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Alabama
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www.qwikresume.com

SKILLS

Certified Business
Relationship
Management
Professional.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

B.A. in Political Science & International Relations - 1994(Bogazici University - Istanbul)