

Business Relationship Manager/Coordinator

ROBERT SMITH

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Objective

Seeking employment with an organization where use talents and skills to help the organization meet and exceeds its goals.

Skills

Selling, Relationships.

Work Experience

Business Relationship Manager/Coordinator

ABC Corporation - November 1998 - October 2005

- Analyze applicants financial status, credit, and property evaluations to determine the feasibility of granting loans.
- Obtain and compile copies of loan applicants credit histories corporate financial statements, and other financial information.
- Meet with applicants to obtain information for loan applications and to answer questions about the process.
- Explain to customers the different types of loans and credit options that are available, as well as the terms of those services.
- Partner with existing customers to understand business goals, strategies, and challenges.
- Assess financial needs, formulate a business plan, deliver financial products and services.
- Perform financial analysis in areas of credit cash flow and collateral.

Business Relationship Manager

ABC Corporation - 1995 - 1998

- Analyze and underwrite loan transactions and relationship risk within assigned lending authority.
- Ensure underwriting and structuring decisions reflect commitment to strong asset quality.
- Evaluate current loans to ensure complete compliance with terms (i.e. covenant violations, financial statement submission, maturity date renewals, past due reporting, etc.) Perform market research on industrial, commercial, and financial situations relating to new or existing businesses as requested.
- Develop and retain new and existing business relationships for commercial clients with gross revenue between 1 and 20 million dollars.
- Coach branch staff on business banking client retention and acquisition of right fit clients.
- This is Dummy Description data, Replace with job description relevant to your current role.

Education

Bachelor's - (University of Northern Iowa)