

Business Relationship Manager

ROBERT SMITH

Phone: (123) 456 78 99
Email: info@qwikresume.com
Website: www.qwikresume.com
LinkedIn: linkedin.com/qwikresume
Address: 1737 Marshville Road,
Alabama.

Objective

Proven ability to utilize inspiring leadership, personal drive, creative vision, and analytical skill to yield successful delivery of both team and individual goals, actively contributing to organizational growth.

Skills

Event Planing And Execution, Relationship Management.

Work Experience

Business Relationship Manager

ABC Corporation - August 1998 - October 2014

- Manage, maintain and grow a book of business for businesses with \$2-\$25 Million in annual revenues.
- Direct a consultative team of 4-8 internal partners to effectively plan and implement sales and marketing strategies to achieve goals and revenue growth targets.
- Perform effective financial analysis and underwriting in the areas of credit, cash flow and collateral.
- Strong experience developing new business relationships and retaining an existing book of business 2013 resulted in \$9.5 million in loan production, 70 sourced loan opportunities, \$2.5 million in deposit production, and 46 sourced deposit opportunities and 33% book growth.
- Coach and develop teammates in four branches in a diverse market area to ensure teammates success through coaching which contributed to achieving targeted performance results for Business deposit and loan growth goals at the branch and area level.
- Achieved 10% growth of my book of business and the branches book of business by utilizing internal and external partner relationships.
- Ability to maintain individual performance while actively participating within the team and area team to ensure that team/area goals achieved as well as my individual goals.

Business Relationship Manager

ABC Corporation - 1993 - 1998

- Responsible for managing a portfolio of commercial clients to develop and strengthen banking relationship in support of branch achievement and market goals.
- Provide key financial advice and service to commercial clients.
- Accountable for client selectivity, acquisition and retention.
- Identified and assessed unmet client needs to promote revenue growth for both the bank and business.
- Served as liaison for client in navigating bank and connecting with appropriate branch partners and support centers.
- Assisted and supported senior client management team with sales, service, operational risk and Compliance processes.
- Lead and partnered with branch team to ensure quality service and problem resolution..

Education

- (Luther College - Decorah, IA)