

John Ivan Krizanac

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Core Competencies

- Strategic Planning, Sales, and Marketing
- Financial Management
- Accounting and Research
- Financial Needs Analysis
- Technology Integration
- Sales Presentations
- Fluent in Croatian/Bosnian
- Market Research
- Global Product Marketing and Positioning
- Numerical and Finance Abilities
- Relationship Building
- Negotiations and Communication
- Planning and Organization

Employment Overview

Wells Fargo Bank, Portland, OR

Personal Banker, Business Specialist

October 2008 - present

Provided full-service banking to clients and oversaw a portfolio of simple and/or packaged-product account relationships.

Consulted with customers regarding financial needs, recommended products/solutions, and financial services to meet those needs.

Delivered a diverse range of business banking services to customers with an emphasis on business products.

Continually built a network of internal and external sources and resources to further enhance the client experience and meet clients' needs.

Regularly demonstrated proactive approaches to fresh idea- generation and problem solving to improve the team and the company.

Research, analysis, and presentation content development.

Bank of America, Portland, OR

Personal Banker, Sales Specialist

July 2004 – November 2008

Sold financial products (e.g. Credit Cards, CD's IRA's, Loans).

Opened deposit accounts and processed loan applications.

Responded to customer inquiries and concerns and created positive solutions.

Recognized and referred cross-sell opportunities.

Interviewed and processed consumer loan/credit line requests for customers, and obtained referrals from loan customers.

Quoted rates, terms, and programs for loan customer requests.

Responsible for planning and leading projects that supported revenue growth and expense reduction for consumer banking products.

Collaborated with partners across the bank to complete projects and meet product performance targets.

Mongeon Gallery, Portland, OR

Accounting and Payroll

September 2002 – May 2004

Prepared monthly financial statements.

Prepared profit and loss statements along with monthly closing and cost accounting reports.

Prepared billing invoices for clients.

Processed and issued employee paychecks and statements of earnings and deductions.

Reviewed time sheets, work charts, wage computation, and other information in order to detect and reconcile payroll discrepancies.

Extra-Curricular Activities

Own and manage an online-retail business

Member of the Pearl District Association

Volunteer and work with Croatian/Bosnian Refugees through IRCO

Volunteered with Habitat for Humanity

Education and Certificates

Portland State University- Bachelor of Science: Finance and Business

Certified Public Notary- Oregon Agent

* References upon request