

## Professional Summary

Results-driven banking professional with over 12 years of experience in driving business growth, fostering strong relationships, and providing expert financial solutions. Proven track record of success in commercial lending, mortgage lending, and investments, with a strong passion for delivering exceptional customer service.

## Professional Experience

### Senior Vice President, Commercial Banking

Inazuma.co | January 2020 - Present

### Vice President, Business Lending

Nexus Bank | June 2018 - December 2019

#### **Key Achievements:**

- Increased business lending portfolio by 35% within the first year
- Developed and implemented a relationship management program, resulting in a 25% increase in customer retention

#### **Responsibilities:**

- Managed a team of business lenders
- Provided financial solutions to small and medium-sized businesses
- Built and maintained relationships with key clients

### Assistant Vice President, Mortgage Lending

Pinnacle Financial Services | March 2015 - May 2018

#### **Key Achievements:**

- Consistently exceeded monthly sales targets, earning 'Top Performer' awards for three consecutive years
- Successfully launched a new mortgage product, resulting in a 20% increase in mortgage applications

#### **Responsibilities:**

- Originated and processed mortgage loans
- Conducted financial analyses for loan approvals
- Collaborated with cross-functional teams to enhance customer experience

## **Loan Officer**

First National Bank | August 2012 - February 2015

### **Key Achievements:**

- Achieved a loan approval rate of 95%, exceeding the bank's average
- Developed and maintained relationships with local real estate agents and builders

### **Responsibilities:**

- Processed and approved loan applications
- Conducted credit analyses and risk assessments
- Provided exceptional customer service to clients

## **Education**

### **Bachelor of Science in Finance**

University of Michigan | May 2012

## **Technical Skills**

### **Banking and Finance:**

- Mortgage Lending
- Loans
- Credit
- Investments
- Finance

### **Business Development and Sales:**

- Business Development
- Sales
- Commercial Lending
- Small Business Lending

### **Customer Service and Relationship Management:**

- Customer Service
- Relationship Management

### **Banking Operations:**

- Commercial Banking
- Retail Banking
- Banking

