

Coralina Quezada

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Professional with over 9 years of successful banking experience and proven track record of identifying and implementing strategies to maximize business development and increase company profits. Seeking a competitive and challenging environment where previous management experience will be utilized to develop innovative technical solutions as a web developer.

HTML	Ruby on Rails	React	Web Development
CSS	JavaScript	JQuery	Banking
GitHub	Photoshop	Bilingual (English/Spanish)	Financial Analysis

Experience

PNC BANK

Relationship Manager II / Business Banking, Aventura, FL 2016-2017

- Provided cash flow and credit solutions to businesses with annual sales 5M.
- Maintained an effective relationship between branch partners and customers.
- Analyzed financial and merchant statements to propose then close customer sales.

Asst. Branch Manager / Business Banking Representative, Weston, FL 2012-2016

- Managed a team of 10 to increase share of wallet and meet business goals.
- Organized and attended networking events to increase branch awareness, develop COI and build a referral source to increase revenue and improve profitability.
- Supervised branch operations to maintain regulatory compliance and minimize losses.

Branch Manager, Raritan, NJ & Keyport NJ 2008-2012

- Turned an underperforming branch (Raritan) to a driver branch in one year.
- Coached and lead by example to create a strong, reliable team to execute services/sales action plans to achieve branch goals.
- Organized Eco meetings to identify opportunities and strengthen partner relationships, Business bankers, Investments, Mortgage, Merchant, and Wealth Management groups.

Growing Family Portraits, Florham, NJ 2005-2008

Sales & Service

- Presented portraits solutions to families by utilizing editing tools such Photoshop.
- Covered the CNJ region and had a team of 7 photographers.
- Consistently ranked top 10 for the CNJ market by creating a running pipeline and upselling products.

Education

Wyncode Academy, FL 2018

Web Development Intensive

Middlesex College, NJ 2008

AA in Business Management, Internship: The Walt Disney Company