Business Development, Business Growth, Business Relationship Management, Client Management, Client Relationship Management, Communication, Financial Planning, Identify New Business Opportunities, Investment Management, Market Analysis, Market Research, Negotiating, Performance Management, Planning Process, Productivity, Proven Ability, Risk Management, Strategic Advice, Strategic Business Development, Strategic Initiatives, Team Leadership

**Daniel Scott**

**Contact Information:**

* **Address:** 456 Willow Lane, Manchester, M19 2AA, England
* **Email:** daniel.scott@email.com
* **Phone:** +44 7123 888000
* **LinkedIn:** linkedin.com/in/danielscott

**Professional Profile:** Dynamic Business Relationship Manager with 18 years of experience in the banking sector. Expertise in managing client relationships, providing strategic financial advice, and leading high-performing teams. Proven ability to drive business growth, enhance client satisfaction, and develop innovative financial solutions. Strong skills in market analysis, risk assessment, and negotiation.

**Education:** **University of Birmingham (Russell Group)**

* BSc Economics and Finance
* Graduated: 2006

**Career History:**

**NatWest Bank** *Senior Business Relationship Manager*  
*Manchester, UK*  
*2016 - Present*  
At NatWest, I manage a portfolio of key business clients, providing tailored financial solutions and strategic advice. I lead a team of relationship managers, ensuring they meet performance targets and deliver exceptional service. My strategic initiatives have driven significant portfolio growth and increased client loyalty.

* **Key Achievements:**
  + Spearheaded the implementation of a client relationship management system, resulting in a 25% increase in client satisfaction.
  + Developed and executed targeted business development initiatives, contributing to a 40% increase in new client acquisitions.
  + Mentored and developed junior relationship managers, enhancing team performance and productivity.

**Santander UK** *Business Relationship Manager*  
*Manchester, UK*  
*2010 - 2016*  
In this role, I was responsible for managing a portfolio of business clients, offering customized banking solutions and financial guidance. I built strong relationships with clients, understanding their unique needs and providing effective solutions. My efforts resulted in significant business growth and high client retention rates.

* **Key Responsibilities:**
  + Conducted detailed financial analyses to provide tailored financial solutions for clients.
  + Developed and maintained strong relationships with key business clients.
  + Collaborated with internal departments to deliver comprehensive financial services.

**HSBC Bank** *Relationship Manager Assistant*  
*Manchester, UK*  
*2006 - 2010*  
As a Relationship Manager Assistant, I supported senior relationship managers in client management and business development activities. I conducted market research, prepared financial reports, and assisted in client meetings. My contributions helped improve client retention rates and identify new business opportunities.

* **Key Contributions:**
  + Assisted in developing and implementing client financial plans.
  + Conducted market analysis to support strategic business decisions.
  + Provided exceptional support during client meetings, contributing to successful outcomes.

**Key Skills:**

* Business Relationship Management
* Financial Advising and Planning
* Market Analysis and Risk Management
* Client Engagement and Retention
* Team Leadership and Performance Management
* Strategic Business Development
* Negotiation and Communication

**Professional Certifications:**

* Chartered Banker MBA
* Certified Business Relationship Manager (CBRM)
* Diploma in Financial Planning
* Member of the Chartered Institute for Securities & Investment (CISI)
* Certificate in Risk Management