Account Analysis, Attention to Detail, Business Growth, Business Objectives, Business Relationship Management, Identify New Business Opportunities, Investment Management, Leadership, Market Research, Negotiating, Proactive, Proven Track Record, Strategic Planning, Team Leadership

**Richard Carter**

**Contact Information:**

* **Address:** 789 Pine Lane, Manchester, M13 3FF, England
* **Email:** richard.carter@email.com
* **Phone:** +44 7123 111999
* **LinkedIn:** linkedin.com/in/richardcarter

**Professional Summary:** Highly experienced Business Relationship Manager with 20 years in the banking industry. Proven track record in managing client relationships, driving business growth, and delivering exceptional customer service. Adept at identifying client needs, providing tailored financial solutions, and leading teams to achieve business objectives.

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

* BSc Finance and Banking
* Graduated: 2003

**Career History:**

**Lloyds Bank** *Senior Business Relationship Manager*  
*Manchester, UK*  
*2015 - Present*  
At Lloyds, I manage a portfolio of high-value business clients, providing tailored financial solutions to meet their needs. I lead a team of relationship managers, ensuring excellent customer service and achieving business growth targets. My role involves identifying new business opportunities, negotiating terms, and maintaining strong client relationships. Under my leadership, client satisfaction scores have increased by 25%.

**HSBC Bank** *Business Relationship Manager*  
*Manchester, UK*  
*2008 - 2015*  
In my role at HSBC, I was responsible for managing and growing a portfolio of business clients. I provided financial advice, developed customized banking solutions, and worked closely with clients to understand their needs. My proactive approach and strong relationship-building skills resulted in a 30% growth in the client portfolio and significant revenue increases.

**Barclays Bank** *Assistant Business Relationship Manager*  
*Manchester, UK*  
*2003 - 2008*  
As an Assistant Business Relationship Manager at Barclays, I supported senior managers in managing client relationships and developing business strategies. I conducted market research, prepared financial reports, and assisted in client meetings. My analytical skills and attention to detail helped improve client retention rates and identify new business opportunities.

**Skills:**

* Business Relationship Management
* Client Needs Assessment
* Financial Analysis and Solutions
* Team Leadership and Development
* Strategic Planning and Execution
* Excellent Communication and Negotiation

**Qualifications:**

* Chartered Institute of Bankers Diploma
* Certified Business Relationship Manager (CBRM)
* Financial Planning Certification
* First Aid Certification

**Hobbies and Interests:**

* Volunteering with local business mentoring programs
* Playing golf and participating in corporate tournaments
* Traveling and exploring different cultures
* Reading business and financial literature
* Attending industry conferences and seminars