Account Analysis, Business Development, Business Growth, Client Relationship Management, Demonstrated Ability, Elm, Interpersonal Skills, Planning Process, Strategic Business Development, Strategic Planning, Team Leadership

**Sophie Edwards**

**Contact Information:**

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**Professional Profile:** Accomplished Business Relationship Manager with over 18 years of experience in the banking industry. Expertise in client relationship management, financial advising, and team leadership. Demonstrated ability to drive business growth, enhance client satisfaction, and develop strategic financial solutions.

**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 lead a team of relationship managers and oversee a portfolio of high-profile business clients. My responsibilities include developing financial strategies, providing expert advice, and ensuring client satisfaction. I have successfully increased the portfolio's value by 40% through strategic planning and exceptional client service.

**Santander UK** *Business Relationship Manager*  
*Manchester, UK*  
*2009 - 2016*  
In this role, I managed and grew a diverse portfolio of business clients, providing customized financial solutions and support. My role involved in-depth financial analysis, risk assessment, and strategic planning. My efforts led to significant business growth and high client retention rates.

**TSB Bank** *Assistant Business Relationship Manager*  
*Manchester, UK*  
*2006 - 2009*  
As an Assistant Business Relationship Manager at TSB, I assisted in managing client relationships and developing business strategies. I conducted financial analyses, prepared reports, and supported senior managers in client meetings. My analytical and interpersonal skills contributed to successful client engagements and business development.

**Skills:**

* Client Relationship Management
* Financial Advising and Planning
* Strategic Business Development
* Team Leadership and Management
* Market Analysis and Risk Assessment
* Strong Communication and Negotiation

**Qualifications:**

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

**Hobbies and Interests:**

* Mentoring young professionals in finance
* Participating in charity runs and community events
* Cooking and experimenting with new recipes
* Traveling and experiencing new cuisines
* Reading economic and financial journals