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| Profile Summary | * Experienced professional with a successful career in banking, business development, and administration. * Excel at interfacing with others at all levels to ensure organizational goals are attained. * Proactive approach has resulted in capturing numerous accounts and expanding client base. * Possess excellent interpersonal, analytical, and organizational skills. * Excel within highly competitive environments where leadership skills are the keys to success. * An effective manager with the skills necessary to direct, train, and motivate staff to its fullest potential. | | |
| Banking Employment | WOODGROVE BANK, New Jersey | 1994 - Present | |
|  | Assistant Vice President  * High-profile management position accountable for soliciting business accounts and developing strategic alliances with clientele. * Develop tactics to increase assets and profitability within a territory consisting of six franchises throughout Bergen County, New Jersey. * Devise and implement innovative marketing principles and promotional sales events for commercial projects to further support financial growth. * Counsel high net-worth individuals and corporate clients with regard to investment opportunities, risk analysis, and monetary returns. * Cross-sell banking services and products to clientele. * Participate in community events to position the bank as a leader within the territory.  Highlights:  * Generated more than $100,000 in revenue and fee income within a 4-month period. * Developed a strategic marketing campaign targeting accountants, attorneys, and medical professionals which has generated substantial referrals. | |  |
|  | A. DATUM CORPORATION, New York, NY | | 1987 - 1994 |
|  | Assistant Treasurer  * Directed daily operations for a retail bank, including branch sales, business development, customer service, and credit analysis. * Managed a staff of 15 customer service representatives and tellers. * Analyzed financial statements and pertinent information to determine creditworthiness of prospective customers. * Counseled corporate clients and high net-worth individuals with regard to their borrowing needs. | |  |
| Education | Bachelor of Arts in Social Science Maple College, St. Bonaventure, New York | | 1986 |
| Certifications | Financial Statement Analysis | | |
|  | Business Development Skills  Mortgage Specialist | | |
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