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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.
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| 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.
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|  | 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.
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| Education | Bachelor of Arts in Social Science Maple College, St. Bonaventure, New York | 1986 |
| Certifications | Financial Statement Analysis |
|  | Business Development SkillsMortgage Specialist  |
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