

Professional Summary

Knowledgeable of banking procedures and finance, sales and risk management whose success is based on integrity, exceptional customer service, efficiency and ambition. Self-motivated professional, highly proficient in developing creative solutions and implementing objective decision making. Skilled for managing multiple projects at one time. Ability to work equally in both team-oriented and self directed environments.

Core Competencies

Credit & financial analysis

Analytical problem solver Risk management

Excellent communicator Strategic thinking

Action planning Deadline efficient

Relationship management Detailed oriented

Excellent time management

Achievements

Increased revenue production 110% per annum resulting in to a profitable portfolio, Wells Fargo 2015

Year to date loan volume growth 162%, deposits 230% and partner production 180%

2013 recipient of Gold Star Award of Western Mountain Region, Wells Fargo Bank

2 times Gold Star Award recipient Wells Fargo Bank 2014

1 time Gold Star Award recipient Wells Fargo Bank 2015

Annual Pinnacle Award Recipient for top 20% producer, US Bank 2010 Star of Excellent recipient for highest scores customer service, US Bank 2009, 2010, 2011

Chamber Development Award, Wethersfield, CT 2005, 2006, 2007

Award of Excellence, top producer, Fleet Bank 2002, 2003

Experience

Branch Manager , 01/2004 Company Name - City , State

- Received region performance recognition for increased sales and customer service.
- Motivated, trained and increased employee productivity by 45%.
- Maintained and built strong relationships while assisting and advising in financial decisions.
- Implemented a new up-selling program of banking products to exceed goals & expectations.
- Executed branch objectives, improved product profitability and service performance.
- Dramatically increased branch revenue through various partner referrals.
- Made initial analysis on applicant's financial status, credit and property evaluation.

Business Banking Officer , 01/2009 to 11/2012 Company Name - City , State

- 2010 Annual Pinnacle Winner for Outstanding Performance.
- Source, develop, expand, service and retain profitable business banking relationships.
- Provide the highest level of professionalism and outstanding customer service.
- Structure banking solutions in order to help the customer reach success financially.
- Perform complex financial analysis in the area of credit, cash flow and collateral.
- Obtain and monitor financial statements and credit information of existing portfolio.
- Proactively partner with customers to better understand their business goals and strategies.
- Work closely with underwriting to accurately complete credit requests in a timely manner.
- Partner with bank internal and external teams to increase cross-sell opportunities.
- Ensure highest level of accuracy and clarity in all communications.

Director of Business Operations/Finance Officer , 01/2005 to 01/2009 Company Name - City , State

- Designed, developed and presented project sales models to increase business.
- Developed sales campaigns and marketing projects.
- Acquired, sourced, serviced and expanded new client relationships.
- Monitored business productivity and ensured quality in all levels of business production.
- Developed a new business plan that oversaw all new business sectors.

- Performed all accounting for federal and state tax obligations and sales reports.
- Prepared monthly, quarterly and annual financial statements.
- Monitored the progress of open funds budget, fiscal reports, revenues contracts, acct payables and receivables.

Business and Consumer Banking Specialist , 01/2002 to 01/2004 Company Name - City , State

- 2003 Annual Star of Excellence.
- Achieved great success in sales and customer service.
- Advised and suggested financial and credit solutions.
- Reviewed and gathered client financial and credit information.
- Regularly visit business customers to better understand banking needs and maximize results.
- Effectively partnered with other lines of business bankers to deliver full range of products.
- Organized and managed special events and promotions.
- Proactively partnered with external partners to attain new business leads.

Education

Masters Business Administration : 2011 Keller Graduate School of Management - City , State

Bachelor of Science : Business Administration/Finance , 2009 Central Connecticut State University - City , State Business Administration/Finance
Professional Development

Credit Risk Fundamentals, US Bank 2011

Omega Credit Analysis Certification, US Bank 2011

Organizational Development and Leadership Certificate, US Bank 2010

FDIC Certification, Central Connecticut State University 2009

Community Involvement

United Way, Junior Achievement, Executive Board Member Women's Chamber of Commerce of Southern Nevada, NAWBO Corporate Committee Member

Computer Skills

Microsoft Office (word, excel, power point, outlook) Share point, Wells Fargo systems