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## Banking Executive Resume

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### Job Objective

To obtain a Banking Executive position that fully utilizes my experience and abilities.

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### Highlights of Qualifications:

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- Highly experienced as a Banking Executive along with an extensive management-level experience
  - Profound knowledge of selling to credit unions and banks
  - Deep knowledge of banking products, policies and regulations
  - Solid understanding of bank products and financials
  - Outstanding ability to analyze data and sell personally as well as guide others with selling techniques
  - Amazing ability to influence customer and maintain profitable relationships
  - Excellent leadership, coaching and interpersonal skills
  - Superior problem solving and communication skills
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### Professional Experience:

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Banking Executive  
BBVA Compass, Tiffin, OH  
August 2005 – Present

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### Responsibilities:

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- Guided the private banking team and promoted full range of investment services.
- Developed profitable relationships and promoted development from prospective and existing bank customers.
- Handled profitable portfolio of multi-product relationships with HNI's.
- Coordinated with promising and existing customers and outlined marketing plans.
- Coached staff and managed profitability of private banking team.
- Monitored calling and business development activity.

Banking Executive  
Union Bank, Tiffin, OH  
May 2000 – July 2005

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### Responsibilities:

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- Outlined strong territory pipeline and coordinated product demonstrations and designed proposals.
  - Managed business potential for acquiring fresh customers.
  - Executed sales activities and provided information on products and services.
  - Coordinated with brokers and developer engagement for sourcing Mortgage loans.
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### Education:

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Master's Degree in Banking  
Argosy University, Phoenix, AZ

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