
Banking Sales Resume

Job Objective

To obtain a Banking Sales position and to contribute to the success of the company.

Highlights of Qualifications:

- Extensive experience working in prospect business development and customer cross sell marketing.
 - Huge knowledge of products and services of the bank
 - Deep knowledge of commercial lending policies, procedures, practices and documentation
 - Wide knowledge of financial services used by commercial customers
 - Ability to execute calculations and approach promising bank's customers
 - Superior communication and interpersonal skills
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Professional Experience:

Banking Sales
Ibc Bank, Whitman, MA
August 2005 – Present

Responsibilities:

- Handled request for information on retail products and services.
- Coordinated with customers on account requirements.
- Marketed bank products and programs.
- Managed customers' questions.

Banking Sales
TCF Bank, Whitman, MA
May 2000 – July 2005

Responsibilities:

- Implemented sales guidelines and standards across departments.
 - Generated sales ideas.
 - Assisted advertising departments and formulated competitive analysis reports.
 - Handled online promotions and coordinated with customers about latest offers.
 - Executed sales strategies and handled banking sales.
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Education:

Bachelor's Degree in Business Administration
Touro College, New York, NY

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