
Business Banker Resume

Job Objective

Looking for the position of Business Banker where I can apply my education and knowledge to help the firm grow.

Highlights of Qualifications:

- Exceptional experience in managing commercial sales activities for business banking processes
 - Profound knowledge of customer financial requirements and objectives
 - Immense knowledge of various business deposit products
 - Wide knowledge of coordinating with external vendors for sales activities
 - Familiarity with business banking services, commercial loan portfolio management
 - Solid understanding of cash management and business lending policies
 - Ability to evaluate financial structure of various loans
 - Ability to negotiate financial transactions
 - Ability to evaluate rehabilitation requirements and prepare plans
 - Ability to sell mortgage services to business owners
 - Ability to develop processes to facilitate increase in bank revenue
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Professional Experience:

Business Banker

First American Bank, Charlotte, NC

August 2007 – Present

- Developed professional relationship with clients for various business banking processes.
- Maintained business banking portfolio for all clients and updated contact information.
- Analyzed client portfolio for loan and credit policies and recommended activities to reduce risks.
- Monitored new credit requests and designed loan write ups for clients.
- Ensured compliance to all bank policies and community reinvestment regulations.
- Coordinated with various business partners and clients to facilitate increase in market share.
- Maintained record of all sales deposits and analyzed loan growth to achieve objectives.
- Prepared reports for all sales activities within required timeframe and ensured accuracy.

Business Banker

First Community Bank, Charlotte, NC

May 2004 – July 2007

- Coordinated with customers and evaluated all issues to provide appropriate solutions.
 - Developed various strategies to facilitate achievement of business objective and goals.
 - Maintained professional relationship with business banking sector to generate new business.
 - Performed timely collections on all past due loan accounts as per credits.
 - Ensured compliance to all credit quality standards for all everyday overdrafts for clients.
 - Analyzed all customer issues and questions on regular basis and provided response.
 - Designed strategies to facilitate growth for all existing accounts in bank.
 - Prepared negotiation terms and conditions for all loan agreements and leases.
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Education:

Master's Degree in Business Management

Kansas State University, Manhattan, KS Bachelor's Degree in Banking and Finance

Mary Baldwin College, Staunton, VA

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