
Commercial Banker Resume

Job Objective

Seeking employment as Commercial Banker in a reputed firm where I can apply my knowledge and experience in banking to the fullest.

Highlights of Qualifications:

- Exceptional experience in providing efficient services in commercial bank and lending firms
 - Immense knowledge of loan management process and commercial lending
 - Wide knowledge of analyzing impact for loan pricing and structure
 - Excellent knowledge of bank products and services
 - Strong knowledge of repossessions, foreclosures, and processing of bankruptcies
 - Familiarity with commercial lending and loan management techniques
 - Proficient with banking applications and software
 - Ability to negotiate, structure, and close commercial loan transactions
 - Ability to analyze and provide resolution for various situations
 - Ability to maintain knowledge of competitor products
 - Ability to coordinate with team members to achieve objectives
-

Professional Experience:

Commercial Banker
California Bank & Trust, Redmond, WA
August 2007 – Present

- Determined business development objectives and acquired required business loans.
- Supervised loan portfolio for banks and performed risk management processes.
- Coordinated with prospective clients and prepared presentation for bank services and products.
- Administered various business bank loan requests for all credit lines.
- Evaluated financial statements and established appropriate structure and pricing.
- Supervised loan documents and provided approvals as per limits.
- Assisted to increase risk exposure for bank through restructure and liquidation process.
- Ensured compliance to all commercial banking loan policies and procedures.

Commercial Banker
Union First Market Bank, Redmond, WA
May 2004 – July 2007

- Identified prospective customers for bank through regular networking.
 - Analyzed all new credit for customers and ensured credit worthiness.
 - Developed new credit facilitates and performed negotiation on fees and interest rates for existing ones.
 - Coordinated with account officers to retain existing customers and obtaining new ones for bank.
 - Developed efficient strategies to regular increase client base to increase businesses.
 - Generated new loans and ensured achievement of all production objectives through regular deposits.
 - Designed portfolio for all clients and ensured achievement of all bank asset objectives.
 - Administered routine transactions for commercial clients and assisted to resolve issues.
-

Education:

Bachelor's Degree in Banking
Cleveland State University, Cleveland, OH

[Build your Resume Now](#)