
Relationship Banker Resume

Job Objective

Knowledgeable, dedicated and hardworking Relationship Banker seeking an opportunity to work for your company.

Highlights of Qualifications:

- Immense experience in providing optimal customer services as relationship banker
 - Deep knowledge of various financial services and products
 - Sound knowledge of performing cold calls to expand customer base
 - Ability to perform basic math for customers
 - Ability to provide assistance to customers by explaining all services
 - Ability to achieve revenue targets of banks
 - Ability to maintain good banking relationships with clients and customers
 - Ability to provide assistance in person and over phone
 - Solid understanding of sales and cash handling processes
-

Professional Experience:

Relationship Banker
NewAlliance Bank, Toledo, OH
August 2007 – Present

- Implemented various sales activities to achieve sales objectives and expand customer base.
- Monitored all service requests and developed strategies to convert it to sales.
- Provided assistance to all walk ins and developed relationships to maximize sales.
- Maintained sales tools and increase optimal practices to facilitate sales.
- Developed customer profile and initiated sales activities through cross selling.
- Documented all customer interactions and updated communication on CRM.
- Maintained knowledge of bank sales model and implemented it for customers.
- Analyzed various customer issues and provided appropriate resolution.

Relationship Banker
Rhinebeck Bank, Toledo, OH
May 2004 – July 2007

- Conducted one on one interaction with all customers to facilitate opening of accounts.
 - Prepared all required paperwork for consumer feedback and presented it to management.
 - Maintained profile for all new and existing customers as per individual financial requirement.
 - Developed strategies to retain customers and expand the customer base for bank.
 - Designed and achieved all sales and service objectives for all vendor service providers.
 - Evaluated all customer relationship and assisted to resolve all customer issues.
 - Facilitated strategies to increase customer service base and minimized risks.
 - Assisted clients to open new accounts for all products and services.
-

Education:

Bachelor's Degree in Business
Mount Union College, Alliance, OH

[Build your Resume Now](#)