
Retail Banking Executive Resume

Job Objective

Seeking Retail Banking Executive Position with the perfect company that gives me the opportunity to learn and gain more experience in this field.

Highlights of Qualifications:

- Strong accomplished experience in financial services industry
 - Thorough knowledge of the deposit value chain
 - Strong knowledge of retail banking services
 - Good expertise in building and delivering effective executive level presentations
 - Proficient in MS Office suite
 - Wide degree of creativity and latitude
 - Ability to identify client and market needs within the financial services industry
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Professional Experience:

Retail Banking Executive
Adams, Inc., Greenwald, MN
August 2007 – Present

- Ensured execution of banking center sales and service operations.
- Achieved annual retail sales goals.
- Overseen sales and service personnel.
- Developed product plans for banking market.
- Assessed market and customer needs for risk, marketing and collections.

Retail Banking Executive
Citizens Financial Group, Inc., Greenwald, MN
May 2004- July 2007

- Lead team in goal setting, sales management, and sales productivity.
 - Maximized profitability of the branch.
 - Developed annual branch marketing, sales and financial plans.
 - Ensured Branch Associates are cross-trained for branch sales referrals.
 - Executed retail branch operations and supervised personnel.
 - Handled branch audit, facilities management and security issues.
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Education:

Bachelor's Degree in Finance
Roanoke College, Salem, VA

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