

# Robert Smith

## *Business Banking Specialist III*

### PERSONAL STATEMENT

Award-Winning Financial Services Professional with over ten years retail banking experience in Sales and Relationship Management. Confident Banker who knows how to be an invaluable resource to his clients. Diverse background includes managing portfolio of clients, new client acquisition, and coaching branch teams. Specializes in formulating a comprehensive plan with each client to meet their individual short and long-term goals.

### WORK EXPERIENCE

#### ***Business Banking Specialist III*** **Astoria Bank - 2015 - 2020**

##### *Responsibilities:*

- Business Banking Specialist Professional responsible for acquisition, retention and relationship development.
- (Business and Consumer) Consistently meets and exceeds client expectation.
- Passionate about finding solutions to my clients needs.
- Comfortable working in branch location or meeting clients at their place of business.
- Proactively reach out to customers by phone to meet on a face-to-face basis to discover their financial needs.
- Maximize the depth and profitability of each customer interaction by involving partners in Lending, Treasury Services, Investment (Financial Advisor) and other product areas to ensure an excellent customer experience.
- Team player who likes to help his colleagues and the branch win.

#### ***Business Banking Specialist*** **Delta Corporation - 2010 - 2014**

##### *Responsibilities:*

- Provided a full range of business banking services to customers with an emphasis on business products Targeted home based and mobile business clients .
- Mortgage Licensing Act of 2008.
- Focus on small business clients with loan needs \$250,000 and less.
- Additionally worked with business owners to fulfill all their deposit and consumer needs.
- Worked hand in hand with small business lender for those relationships with loan needs greater than 250,000.
- Primary duties Assisting small business clients with inquiries and issues related to their deposit and credit accounts and serving as online .
- Responsible for soliciting, developing and maintaining relationships with small businesses with annual revenues up \$2 million providing them with .

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
**www.qwikresume.com**

### **SKILLS**

Business Development,  
Business Management.

### **LANGUAGES**

English (Native)  
French (Professional)  
Spanish (Professional)

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

## Education

B.S. in Business Management - (St. John's University)