

ROBERT SMITH

Licensed Personal Banker I

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Talented, highly motivated individual seeking an IT analyst career that offers challenges, stability and growth.

EXPERIENCE

Licensed Personal Banker I

ABC Corporation - 2019 - 2020

- Established new and maintain personal and business accounts at Fifth Third Bank.
- Did this with a high level of personal service to clients.
- Met and surpassed individual and branch sales goals, which has assisted in branch growth.
- Assisted in increasing branch revenue and customer base.
- Negotiated and maintained many key accounts, which has led to success as a top performer in the area.
- Demonstrated a high level of selling and negotiation skills.
- Utilized a high level of customer service.

Licensed Personal Banker

Delta Corporation - 2005 - 2008

- Responsible for meeting with customers through individual, group, and work site marketing to assess their financial and investment needs; sell and .
- Achieved or exceeded assigned service and sales goals by effectively matching customers with the products and services that best fit their needs.
- Cultivated and maintained customer relationships in order to recognize needs based sales opportunities and make referrals.
- Met or exceeded outbound contact thresholds to increase sales which lead to increased branch profitability.
- Respond to customer inquiries relating to deposits, financial transactions, and problem resolution.
- Use suggestive cross selling techniques to offer bank products and solutions to customers after evaluating their financial needs and their goals.
- Fully knowledgeable and skilled as to platform duties, deposits, loans and lines of credit as well as investments products offered by JP Morgan by .

EDUCATION

- BA in History - 2002(Marshall University - Huntington, WV)

SKILLS

Registered To Sell Life Insurance Products, Sales, Closing, Customer Relationship Management.