

LIAM ANDERSON

Small Business Banker

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PROFESSIONAL SUMMARY

Dynamic Small Business Banker skilled in building strong client relationships and delivering customized banking solutions. Achieved a 30% increase in loan approvals by leveraging in-depth market knowledge and exceptional communication skills.

WORK EXPERIENCE

Small Business Banker Jan / 2021-Ongoing
Blue Sky Innovations Chicago, IL

- 1. Managed business accounts ranging from \$1M to \$5M, ensuring optimal financial solutions.
- 2. Assisted clients in securing loans tailored to their unique business needs.
- 3. Engaged in community leadership initiatives to promote local business growth.
- 4. Maintained a proactive approach to client relationship management, enhancing loyalty.
- 5. Collaborated with partners to address complex banking needs, including treasury services.
- 6. Provided mentorship to junior bankers in navigating business inquiries and identifying opportunities.
- 7. Utilized time management skills to effectively prioritize and service high-volume client accounts.

Small Business Banker Jan / 2020-Jan / 2021
Crescent Moon Design Portland, OR

- 1. Developed an average of 24 new business relationships monthly, with an average deposit of \$17M.
- 2. Secured the largest middle-market loan of \$17M while maintaining a \$3M monthly lending pipeline.
- 3. Served high-revenue clients, advising on banking solutions to foster business growth.
- 4. Provided strategic consulting to business owners, focusing on efficiency and cost reduction.
- 5. Supported a diverse portfolio of small business clients, achieving consistent service excellence.
- 6. Conducted financial assessments for small businesses, resulting in a 20% increase in loan origination volume.
- 7. Implemented a referral program that generated 50 new small business clients in six months, boosting revenue by 15%.

EDUCATION

Bachelor of Science in Finance Jan / 2019-Jan / 2020
University of Southern California Denver, CO

Focused on financial analysis, investment strategies, and banking principles.



SKILLS



INTERESTS

- Home Brewing
- Wildlife Conservation
- Running
- Public Speaking

STRENGTHS

- Willingness
- Wisdom
- Zeal
- Ingenuity

LANGUAGES



ACHIEVEMENTS

- Increased small business loan portfolio by 30% within one year through targeted outreach.
- Successfully facilitated over \$10 million in loans to local businesses, enhancing community growth.