

FIRST & LAST NAME

(xxx) xxx-xxxx ▪ email@address.com ▪ xxx ABC BLVD ▪ NEW ORLEANS, LA, xxxxx

COMMERCIAL LENDER WITH IMPRESSIVE BACKGROUND IN FINANCIAL ANALYSIS

COMMERCIAL CREDIT | PORTFOLIO MANAGEMENT | CUSTOMER RELATIONSHIP MANAGEMENT

Executive with proven track record building and leading high-performance teams within a matrix environment, **overseeing budgets of \$xx and influencing teams of xx+ employees** while managing projects within fast-paced, highly regulated environments. Exceptional productivity processing ~5 loans per month and loan and deposit portfolio of \$xx+.

Deep experience with various short and long term commercial lending programs. Keen ability to motivate and provoke passion for organization, mission, and excellence. Adept in simultaneously leading multiple projects and supervising teams. Exceptional communicator as a leader, advocate, and motivator with a talent for building collaborative relationships.

Core Competencies:

Branch Management ▪ Business/Personal Lending ▪ Credit Analysis ▪ Banking Operations ▪ Employee Supervision
Commercial Real Estate Closing ▪ Business Plan Review ▪ Up/Cross Selling ▪ Regulatory Compliance ▪ Risk Assessment

***Testimonial Excerpt:** "xxx is committed to providing superior service to her clients. Her extensive knowledge and relationships with internal departments allow her to coordinate efforts to effectively meet the clients' needs."*

Name, Regional Market Mgr.

CAREER HISTORY

Employer Name, City, ST, 200x–2013

Title, xxxx–xxxx

Title, xxxx–xxxx

Title, xxxx–xxxx

Title, xxxx–xxxx

Oversaw commercial credit underwriting functions, processing, evaluating, and approving credit requests within designated credit authority levels. Managed client portfolios, including lines of credit, checking accounts, credit cards, payroll assists, wires, and funds transfers. Assessed financials, business plans, collateral, cash flow analysis, and credit status. Delivered quality referrals to business partners, including treasury services and wealth management. Performed commercial real estate closings, ordering appraisals, environmental reports, and other critical closing activities.

Supervised, trained, and mentored xx team members on varied lending processes and guidelines while collaborating with other key stakeholders to confirm regulatory compliance with credit management requirements **for approximately xx clients**. Partnered with senior leadership and other business partners to conceive, expand, deploy, and assess several critical process improvement.

Key deliverables:

- Promoted to increasingly responsible positions over xx-year period, **steadily advancing from lower-level to mission-critical leadership roles.**
- Received *Golden Clock Award* for ranking **top x in sales out of xxx lenders in 5-state region.**
- **Dramatically increased branch sales by xx%** through focused upselling and cross-selling efforts.
- Industry expert recognized by clients and colleagues due to subject matter expertise and communication skills.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Arts, Banking and Finance—University, City, MS

Course Name, Educator

TECHNICAL SKILLS

Microsoft Office (Word, Excel, & Outlook); Rims, FNC, Ultipro, Info-Access, DOLV, Optimist, & NetImage