

John Smith
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Objective: To add value to your organization through a commitment to constantly improving efficiency, systems, and innovations. This would be done through the use of analytical skills, dedication and strategic thinking. All while developing a lasting working relationship with your company and the clients you service.

Experience: **BB&T, Lexington, SC**
June 2008 -Present

Commercial Lender, Assistant Vice President

- Manage \$70 million Commercial loan portfolio, \$50 Million self generated in less than five years.
- Develop, approve, and service business loans
- Aggressively call on potential and existing clients to maintain productivity and profitability in both lending and non-lending relationships
- Effectively establish strong, lasting and trusting client relationships through efficient, accurate and personable interactions
- Awarded 2011 Annual Sterling Award, out of 16 lenders in the Midlands Market, for finishing top in revenue and sales production.
- Recognized as 2012 -Best of the Best Annual Sterling Award Winner for finishing in the top 3% in regards to revenue and sales production out of 800 Commercial Lenders in the Banking Network

Leadership Development Associate, Winston Salem, NC

January 2008 - June 2008

- Completed Six month intensive formal commercial credit training program that included technical, supervisory, management and sales skill training
- Worked in a training environment as well as on the job training with senior lenders.

Ameriprise Financial Advisors, Columbia, SC

April 2006 – December 2007

Internship

- Acted as liaison between the financial advisor and his clients
- Helped compose and edit clients financial plans
- Produced and analyzed Morningstar and Allocation Master Programs.

Education: **University of South Carolina – Columbia, SC**

Moore School of Business

August 2003 - May 2007

Bachelor of Science, in Business Administration (Double major: Finance & Marketing)

- Related Course Work
 - Globalization and Business, Corporate Finance, Financial Statement Analysis, Investment Analysis and Portfolio Management, Fixed Income Securities, business management, business law, macro economics, statistics, marketing, sales and accounting.
- Memberships:
 - Lexington County Chamber of Commerce (Ambassador 2009-2011)
 - Carolina Alumni Association
 - Sigma Phi Epsilon Fraternity, South Carolina Alpha Chapter, President 2006

Additional:

- Proficient with Microsoft Office and all Internet programs
- Excellent communication and organizational skills