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| John Smith | | |
| Summary  Dedicated Personal Banker with over 5 years of experience in fostering strong client relationships and meeting financial needs. Proven ability to drive sales and improve customer satisfaction through tailored banking solutions.  Work Experience  **Personal Banker Mar 2021 – Present**  DEF Bank Dallas, TX   * Increased account openings by 20% through effective relationship building and personalized banking solutions. * Achieved quarterly sales targets consistently by cross-selling financial products to existing clients.   **Banking Associate Jan 2018 – Feb 2021**  GHI Financial Dallas, TX   * Managed a portfolio of over 200 client accounts, providing tailored financial advice and exceeding client satisfaction metrics. * Conducted financial assessments to determine client needs, resulting in a 30% increase in service adoption.   Education Bachelor of Business Administration Jan 2017 *University of Texas at Dallas**Richardson, TX*  certifications   * Certified Personal Banker – American Bankers Association – 2020 | Contact  (234) 567-8901  john.smith@example.com  Dallas, TX 75201  Skills  Relationship Management  Sales Strategy  Financial Analysis  Credit Assessment  Risk Management  Cross-Selling  Customer Retention  Regulatory Compliance |