

JOE BANKER

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QUALIFICATIONS PROFILE

Performance-driven, insightful **Investment Banker** with a proven ability to achieve and exceed all business-development and revenue-generation goals in high-pressure environments.

- Skilled at consulting with clients to delineate and analyze their financial situations and develop strategic solutions to further their financial-planning goals.
- Relationship-development expertise that complements the ability to aggressively build solid client base and drive revenue growth.
- Comprehensive knowledge of and experience in leveraging numerous investment instruments in a variety of complex scenarios.
- Proven leadership and team-building skills, coupled with the ability to direct strong teams in managing customer relationships and providing investment services.

PROFESSIONAL EXPERIENCE

ABC BANK – Minneapolis, Minnesota

1995 to Present

Built a solid record of achievement and advancement through increasingly responsible financial investment positions.

Investment Officer (2000 to Present)

Manage relationship-banking team, ensuring production of revenue levels and territory profitability. Lead team in investment product sales and delivery of customer relationship management techniques. Collaborate with clients to assess individual financial situations and develop strategic financial planning solutions. Oversee securities transactions, funds transfers, margin accounts, and option trades.

Key Accomplishments:

- Consistently maintained 100% or better of established production goals; achieved 127% of 2001 business development goal set at \$10 million in assets.
- Recognized for outstanding professional acumen with national awards for annual production of ABC Capitol and XYZ mutual funds in 2001 and 2002.

Investment Consultant, Private Banking (1998 to 2000)

Served as key team member in the brokerage services of fiduciary, investment management, and private banking services to new and existing high net-worth clientele. Established and maintained strong relationships with fixed income investment clients to continually drive revenue growth.

Key Accomplishments:

- Surpassed customer retention and business development goals by building client base to more than 600 investors.
- Received Alliance Capitol Advisory Award for ranking among the top 200 advisors worldwide in new business development.

Continued...

Financial Consultant (1995 - 1998)

Developed client base through network and seminar marketing. Ensured client retention by providing strategic investment recommendations based on evaluation of analyst reports covering fixed income and equity investing. Employed numerous investment instruments in complex option hedging strategies and trading scenarios, including fixed income and equity securities.

Key Accomplishments:

- Consistently exceeded established account development and revenue generation goals.

123 INSURANCE COMPANIES – Hibbing, Minnesota

1992 to 1995

Registered Representative

Collaborated with legal and accounting counsel to develop marketing strategies for estate and business succession planning insurance. Created proposals exhibiting extensive detail in internal revenue code and estate tax law. Developed solid estate and tax code knowledge base.

Key Accomplishment:

- Executed strategic sales techniques resulting in a solid account base and consistent performance above quotas.

EDUCATION AND CREDENTIALS

Master of Business Administration, Finance (2002)

MINNESOTA STATE UNIVERSITY – Mankato, Minnesota

Bachelor of Science in Business Administration (1992)

SOUTHWEST STATE UNIVERSITY – Marshall, Minnesota

Professional Licenses:

NASD SERIES 7, 6, 63, & 65

Professional Training:

Dale Carnegie Sales Training
Account Management Systems
Leadership & Team Building