

Amina Patel

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SUMMARY

Results-driven Commercial Banker with over 6 years of experience in delivering tailored financial solutions to commercial clients. Proven track record in enhancing portfolio performance and driving revenue growth through strategic relationship management.

EXPERIENCE

Senior Commercial Banker

Jan 2022 - Present

First National Bank, San Francisco, CA

- Increased commercial loan portfolio by 25%, resulting in an additional \$10 million in revenue in one year.
- Successfully managed a diverse client base, improving customer satisfaction scores by 30% as measured by client feedback surveys.
- Leveraged financial modeling software to analyze loan performance and risks, enabling timely credit decisions.

Commercial Banking Associate

Jun 2018 - Dec 2021

Global Trust Bank, Los Angeles, CA

- Collaborated with senior bankers to structure and close 15+ commercial loan transactions worth over \$50 million.
- Developed financial proposals that increased client acceptance rate by 40% through personalized financial solutions.
- Utilized CRM tools to track customer interactions, resulting in a 20% increase in new business opportunities.

Credit Analyst

Jul 2016 - May 2018

Community Bank, San Diego, CA

- Conducted comprehensive credit analysis for over 100 commercial clients, reducing loan default rates by 15%.
- Enhanced underwriting processes through the implementation of new risk assessment models, which shortened approval times by 30%.
- Provided financial insights that supported senior management in strategic decision-making.

EDUCATION

Bachelor of Science in Finance

May 2018

University of California, Berkeley, Berkeley, CA • GPA: 3.7

SKILLS

Technical Skills: Financial Modeling, Credit Risk Assessment, Portfolio Management, Customer Relationship Management (CRM)

Tools & Frameworks: Salesforce, Microsoft Excel, QuickBooks