

Amina Patel

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SUMMARY

Results-driven Senior Commercial Banker with over 10 years of experience in managing client relationships and structuring complex financing solutions. Proven track record of enhancing client satisfaction and increasing revenue through strategic financial products and services.

EXPERIENCE

Senior Commercial Banker

Jan 2022 - Present

Global Finance Solutions, New York, NY

- Increased portfolio revenue by 30% year-over-year through targeted lending strategies and client retention initiatives.
- Led a team of 5 bankers in securing \$50 million in new loan agreements within the first year of tenure.
- Implemented a CRM system that improved client engagement scores by 25% and reduced follow-up time by 40%.

Commercial Banking Officer

Mar 2018 - Dec 2021

First National Bank, Chicago, IL

- Successfully managed a \$200 million loan portfolio with a focus on minimizing risk and maximizing returns.
- Achieved a 15% increase in client acquisition through networking and by leveraging digital marketing strategies.
- Developed financial models to assess credit risk which decreased loan default rates by 10%.

Commercial Loan Analyst

Jul 2016 - Feb 2018

Capital One, Washington, DC

- Conducted thorough credit analysis resulting in improved loan underwriting processes and a 20% reduction in processing time.
- Collaborated with senior management to refine credit policies, leading to a 5% decrease in delinquency rates.
- Trained junior analysts on financial modeling and risk assessment techniques.

EDUCATION

Bachelor of Science in Finance

May 2018

University of Chicago, Chicago, IL • GPA: 3.7

SKILLS

Technical Skills: Financial Modeling, Credit Analysis, Risk Management, Client Relationship Management

Tools & Frameworks: Salesforce, Excel, Tableau, SAS