
FRANKLIN DOE

422 EAST LANE

Sometown, VT 55555

Home: (555) 555-5555 | fd@somedomain.com

ACCOUNT MANAGER

Specializing in the Financial Services Sector

Goal-driven, award-winning account manager with repeated success generating company-leading revenues on a nationwide scale. Offer a record of multimillion-dollar revenue generation, #1 sales distinction and quota-surpassing results in selling complex mortgage and commercial-lending products.

~EXPERTISE~

- Account Acquisition & Management
 - Strategic Sales & Business Planning
 - Consultative B2B & B2C Sales
 - Deal Negotiations
 - Cold Calling & Prospecting Pipeline Management
 - Presentations & Proposals Risk Evaluation
 - CRM Technologies Sales
 - Force Development
 - Compliance (e.g., RESPA/GFE, HOEPA, TILA, MDIA)
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~PROFESSIONAL EXPERIENCE~

XYZ Bank (Sometown, VT) | Account Manager, Northeast Region, 2013 to Present

Manage nationwide territory, pipeline and customer base, generating revenue growth through sales of XYZ's full suite of commercial and residential lending products to consumers, brokers, builders and bankers. Emphasize premium customer service from start to finish throughout the sales cycle.

Home Mortgage President's Club Winner (2016) | Gold Circle Inductee (2015)

- Achieved and maintained #1 ranking as Top Volume Sales Producer among 14-person region and top 5% ranking nationwide (out of 350+ account managers) for 4 years in a row.
- Built account base from scratch to 150 active, recurring accounts. Established rapport with gatekeepers to gain trust and secure access to senior executives and other decision makers.
- Exceeded all quotas, achieving up to 175% of goal and closing as much as \$4.3M in a single month. Resurrected dormant accounts, won back business previously lost to competitors and landed major new wins.
- Captured up to 15% of bank's total nationwide branch business from large corporate accounts.
- Selected to train newly hired account managers due to strengths in translating product complexities into easily understandable terms and selling value-added benefits.
- Expanded book-of-business volume by almost 250%. Displaced larger, better established competitors by creating and executing strategic sales, marketing and customer service programs.
- Leveraged analytical skills to structure loans for entire team. Qualified prospects and prepared compliant loan packages that drove industry-leading approval rates (80% submission-to-close ratio).

ABC Finance Corp. (Somerset, VT) | Credit Analyst, 2011 to 2013

Performed extensive review of indirect loan applications, supervised investigators and ensured premium customer service delivery to dealers and applicants.

~EDUCATION~

ABC UNIVERSITY (Somerset, VT) | Business Major (Completed 3/4 of BS Degree)

~COMPUTER SKILLS~

Oracle; SAP; Salesforce.com; MS Office (Excel, Word, PowerPoint, Outlook)