**Name**

(555) 555-5555

name@gmail.com ⬪ linkedin.com/in/name

**Global Treasury Management 🞍 Finance & Banking**

**Financial Professional** with proven success in a fast paced, team-oriented culture leading collaboration and consensus building across multiple projects. Experienced in client facing roles providing integrated treasury solutions. Regularly consult with CFOs, treasurers, and controllers to improve cash conversion cycle. ***MBA degree.*** Expertise includes:

* Certified Treasury Professional
* RFP & RFI Preparation
* Project Management
* Risk Mitigation
* Financial Analysis
* Relationship Management
* Business Development
* Staff Management
* Revenue Cycle Platform

**Professional Experience**

**ABC BANK** *formerly XYZ City Bank*, City, ST **2008 to Present**

***Vice President, Global Treasury Management (2012-Present)***

* Selected to lead Treasury Management growth in the City market, considered a premier growth area in legacy ABC Bank’s footprint.
* Mitigated risks of the financial sector to clients through cash management and FDIC knowledge during extreme financial market volatility in 2008, achieving portfolio deposit growth of 18% through existing relationships.
* Present ABC Healthcare Division’s full service revenue cycle platform to clients and prospects including patient prescreening, IOCR lockbox services, bill generation and submission, and matching to Insurance Remittance and Payment.
* Manage ABC’s deposit portfolio ($20MM) of middle market clients ranging from $50MM-$500MM in sales.
* Analyze data to present service and price comparisons versus competition. Present more advantageous receivables and payables strategies by thoroughly understanding objectives, business model, and internal processes of clients/prospects.
* Appointed project management lead for conversion of City office from a Loan Production Office to a limited service branch. Accomplished management buy-in across business lines, setting timelines, tracking progress, and soliciting pricing from vendors and internal partners to prepare budget.
* Promote ABC through customized approach and community involvement. Appointed Vice President of the Association of Financial Professionals.

***Business Banking Officer, City, ST (2010-2012)***

* Managed a $14.7MM loan portfolio and $17.6MM deposit portfolio of business banking clients ($1MM-$5MM in sales). Coordinated efforts of branch managers, cash management officers, private wealth, corporate banking, merchant services, and work perks to meet client needs.
* Identified deposit and cash management opportunities by analyzing current customer accounts.
* Partnered closely with the credit site to ensure credit structure of loan requests were appropriate as to maximize speed to market, including SBA and Commercial Real Estate deals up to $2MM.

***Corporate Associate Rotational Program, City, ST (2008-2010)***

**Branch Delivery Planning**

* Analyzed renovations and relocations to determine common scenarios where significant lift was generated.

**Small Business Credit**

* Developed and documented workflow scenarios to address process changes due to online small business credit applications replacing paper. Implemented this Best in Class project by keeping an issue tracker and following resolution of issues, seeking involvement in the development of training materials to the field, and developing communication on process changes to the credit site.
* Assisted Small Business Chief Credit Officer with Large $ Approvals (>$500M) by giving recommendation and rationale for decisions. Prepared and presented Large $ Approval Summary to Risk Committee monthly and fielded questions.

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**ABC Bank Experience** *(continued)*

**Structured Finance**

* Gained understanding of the Leveraged Loan Market by being involved in daily activities of this lending group. Reviewed offering memorandum and used information to create one-pagers on the strengths and weaknesses of deals, EBITDA calculations, and debt service coverage calculations. Vented deals with officer and team leads to determine transfer of requests for participations of $15MM-$25MM to committee.
* Performed financial and industry analysis for new money deals and reviews. Included comparable company analysis, complicated cash flow calculations, and use of analyst reports to research industry and competitors. Developed due diligence questions to pose to agent bank and/or CFO.

**Corporate Credit**

* Prepared Middle Market and Equity Sponsor reviews and new money credit sheets. Effectively managed working on up to ten deals at a time, managing expectations and time sensitivity of a variety of Relationship Managers.
* Developed standardized training for senior analysts to effectively train new credit analysts.

**DOLLAR GENERAL CORPORATION,** Goodlettsville, TN **Summer 2007**

***Inventory Management Analyst Intern***

* Developed criteria to isolate weekly sales spikes at the sku level, and recommended inventory level increases which led to increased stock levels on over 100 products.
* Analyzed current presentation levels and refined logic to set more accurate levels in the stores to minimize out of stocks as well as back room inventory.

**ABC UNIVERSITY,** City, ST **2001 - 2003**

***Assistant Sport Coach***

* Developed proposal for new team travel policy, intended to minimize classes missed and maximize team performance by using charter rather than commercial flights. Presented financial feasibility proposal to Assistant Athletic Director, and oversaw implementation of this plan.
* Performed cost analysis to formulate travel budget of over $100,000. Maximized budget by negotiating reduced room rates, free/discounted meals at hotels, and charter and commercial flights, to enhance efficiency of team travel operations.
* Recruited across the country, developed relationships with top talent, and set up customized recruiting visits to promote the program versus competition.
* Directed summer camps with the sole responsibility for the camps profitability. Established maximum capacity, created demand through advertising to fill to capacity, and benchmarked competitors’ camp prices through comparative cost-benefit analysis.

**Education**

**Vanderbilt University Owen Graduate School of Management,** Nashville, TN

Master of Business Administration, Concentration in Finance

**Great University,** City, ST

Bachelor of Science, Biology

Varsity Sport, 4 years; Captain, Senior Year