

Jeremy Mason
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CAREER OBJECTIVE

Perform in a professional work environment that offers challenges and opportunities for growth. Utilize my interpersonal communication, problem-solving, and organizational skills while working to accomplish established goals.

WORK EXPERIENCE

National Bank, Boston, MA

Assistant Vice President, Commercial Banking Officer June 2006—December 2007

- Negotiate commercial banking loan terms with new and existing customers.
- Manage an \$18 million dollar commercial loan portfolio consisting of approximately 250 customers.
- Coordinated over 300 individual and joint sales calls to existing customer base and prospects.
- Implemented product training and education of retail banking personnel.
- Developed a formal prospecting and sales calling program for retail banking managers.
- Partner with legal counsel to manage non-performing assets within my portfolio.

Capital Bank/Regional Bank, Boston, MA

Branch Manager, Hartwell Office September 2004--February 2006

- Developed consumer and commercial banking relationships through over 300 business calls and daily customer service interactions.
- Managed a \$32 million dollar deposit and loan portfolio for over 2,500 consumer and commercial customers.
- Increased profitability to 149% of goal while maintaining deposit goal of 97%.
- Supervised the daily operations of a retail banking office, including personnel issues, customer concerns, and overall production goals.