JOHN SMITH

VICE PRESIDENT OF BANKING

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SUMMARY

Results-driven banking executive with 15 years of experience in managing teams, developing strategic plans, and driving revenue growth. Proven track record of success in risk management, leadership, and team management.

EXPERIENCE

Senior Vice President

Jan 2018 - Present

Bank of America

New York, USA

Lead the banking team to achieve business objectives and drive revenue growth

- Developed and implemented strategic plans to increase revenue by 25% within 2 years
- Managed a team of 20 bankers, providing coaching and guidance to improve performance
- Built and maintained relationships with key clients, resulting in a 30% increase in client retention
- Collaborated with cross-functional teams to launch new products, resulting in a 15% increase in sales
- Analyzed market trends and competitor activity to inform business decisions

Vice President

Jun 2012 - Dec 2017

Citibank

London, UK

Managed a team of bankers and contributed to the development of the bank's strategic plans

- Generated $10 million in revenue through new business development and existing client relationships
- Improved team performance by 20% through targeted training and coaching initiatives
- Developed and maintained relationships with key stakeholders, including regulators and industry partners
- Contributed to the development of the bank's risk management framework, resulting in a 10% reduction in risk exposure
- Collaborated with the marketing team to launch new products, resulting in a 25% increase in sales

PROJECTS

Digital Transformation Project

Jan 2020 - Jun 2020

Project Lead

Led a team to develop and implement a digital transformation strategy for the bank

Cloud Computing • **Artificial Intelligence** • **Blockchain**

Risk Management Framework Development

Jun 2015 - Dec 2015

Team Member

Contributed to the development of a risk management framework for the bank

Risk Management Software • **Data Analytics**

SKILLS

Banking Regulation | Risk Management | Leadership | Team Management | Financial Analysis | Communication | Strategic Planning

EDUCATION

MBA — 2005 - 2007
Harvard University — Boston, USA
Business Administration — GPA: 3.8

BA — 2000 - 2003
University of Oxford — Oxford, UK
Economics — GPA: 3.5

LANGUAGES

English ●●●●●
Spanish ●●●●○

CERTIFICATES

Certified Financial Manager (CFM)
Institute of Financial Management · 2010
Certification in financial management

Certified Risk Manager (CRM)
Risk Management Association · 2012
Certification in risk management