Victoria Langford

PRIVATE BANKER

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Summary

Private banker with 11 years in private banking and wealth management, covering 75 ultra-high-net-worth relationships with $680M in deposits, loans and investments in Manhattan. Grows the book through networking with attorneys, accountants and business owners, and structures lending and cash solutions with credit and investment partners.

Skills

- **Private Banking**
- **Relationship Management**
- **Wealth Management**
- **Credit Analysis**
- **Investments**
- **Networking**
- **Sales**
- **Excel**
- **Presentation Skills**
- **Analytical Skills**

Experience

Private Banker 04/2020 - Present

Hudson Crest Private Bank New York, NY

Private bank serving clients with $10M+ in net worth.

- Lead relationship management for **75** clients with $680M in deposits, loans and investments, up from $410M in 2020.
- Structure custom mortgages, securities-based lines and aircraft loans up to $25M with the credit team.
- Bring in $90M of new client balances a year through networking with 30 estate attorneys and accountants.
- Coordinate investment, trust and tax partners at annual reviews, holding client retention at 98% for 5 years.

Associate Private Banker 07/2015 - 03/2020

Madison Park Trust Company New York, NY

Private banking and wealth management firm with $14B in assets.

- Served 120 high-net-worth households with $350M in balances alongside 2 senior private bankers.
- Prepared credit analysis and cash flow models in Excel for 50 loan requests a year.
- Opened 200 accounts a year and handled wires, transfers and loan paperwork without a compliance finding.
- Won 25 new relationships through sales calls, client referral events and introductions from the bank's lenders.

Relationship Banker 06/2013 - 06/2015

Battery Place Savings Bank Brooklyn, NY

Community savings bank with 14 branches.

- Opened 35 checking, savings and brokerage accounts a month for branch clients.
- Referred 60 clients to the investments team, adding $12M in managed assets.
- Processed mortgage and home equity applications for 90 customers in 2014.

Education

Bachelor of Arts 05/2013

Fordham University New York, NY

Economics

Certificates

Series 7 License 11/2015

FINRA

Series 66 License 02/2016

FINRA