

JESSE KENDALL

123 Elm Street | Huntington, WV
C: 304-555-5555 | jkendall@notmail.com

INVESTMENT BANKER

Results-driven personal banking professional with extensive experience positively impacting organizational performance. Top producer with expertise cultivating high-profile relationships, executing powerful sales and marketing strategies, and exceeding corporate objectives. Reputation for advancing effective business development campaigns, leveraging personal strengths, and expertly maintaining client relationships.

KEY PROFICIENCIES

- International Finance
- Strategic Management
- Business Ethics
- Relationship Management
- Investments and Portfolio Management
- Monetary Policy and Financial Institutions
- Accounting for Decision Making
- Strategic and Tactical Planning
- Corporate Finance
- Business Law
- Economics
- Business Analysis

CAREER HISTORY

ABC INVESTMENT GROUP,

Huntington, WV, 20xx – Present

Investment Banker:

Oversee the organization's daily operations and manage profit and loss. Provide clients with the opportunity to avoid residential home foreclosure. Examine title reports to determine equity remaining in residential properties prior to foreclosure.

- Generated more than \$80,000 in revenues in just three months.
- Consulted with clients to determine financial need and customized solutions to meet client financial requirements.
- Built new business through key correspondence, cold calls, and cultivating immediate rapport.

BCD AND COMPANY,

Huntington, WV, 20xx – 20xx

Investment Banker:

Utilized thorough knowledge of investment products, including stocks, bonds, mutual funds, and annuities to promote the development of managed portfolios for clients. Fostered productive and trusting client relationships.

- Significantly expanded customer relationships by profiling to discover customer banking needs and making helpful recommendations.
- Coordinated with sales specialists in other departments of the bank to provide the right product mix to support customer needs.

EDUCATION

Master of Business Administration in Finance,
20xx

Graduated with Honors, University of XYZ, Huntington, WV

Bachelor of Arts in Finance, Minor in Business,
20xx

XYZ University, Huntington, WV