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## Relationship Executive Resume

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### Job Objective

Looking for an opportunity to put my skills and training to work for your company by acquiring the position of Relationship Executive.

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### Highlights of Qualifications:

- Good expertise in selling corporate finance and commercial banking products and services
  - Wide knowledge of Card Services industry
  - Broad knowledge of business unit revenue share processing, telecommunication
  - Strong leadership abilities in financial services sales and business development
  - Self-motivated, dependable and intelligent
  - Solid credit, analytical, and problem-solving skills
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### Professional Experience:

Relationship Executive  
Fiserv, Inc., Montgomery, AL  
August 2007 – Present

- Developed relevant markets adhering to business complementing channels, client needs and concerns.
- Coordinated with business units and vendors of the organization.
- Integrated systems, products, and services with business units.
- Determined and implemented business best practices.
- Defined, researched, prioritized, processed, and tracked projects, issues, and goals.
- Organized and lead team meetings.
- Documented business plan for each relationship.

Relationship Executive  
Collabera Inc., Montgomery, AL  
May 2004- July 2007

- Identified, pursued and closed sales opportunities.
  - Manages complex client relationships.
  - Coordinates the sales and service efforts of multiple internal business partners.
  - Initiated and followed prospects and generated ongoing corporate finance opportunities.
  - Analyzed, negotiated, and documented credit requests.
  - Complied with all regulatory and JMPC rules, policies, and procedures.
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### Education:

Bachelor's Degree in Business Management  
Burlington College, Burlington, VT

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