

CARLA JAMISON

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OBJECTIVE Highly qualified professional with more than two decades of successful sales, and managerial experience. Comprehensive business and organizational experience combined with motivation to develop a career with a successful company.

WORK EXPERIENCE

Huntington National Bank

Manager – Assistant Vice President, Pickerington Branch December 2004 to Present

- Manage Banking Center book of business \$57 million
- Responsible for building business and consumer relationships with external clients of all levels
- Assess, profile, and analyze client's financial needs
- Successfully achieve sales objectives in tandem with corporate goals and projections by strong sales performance and teamwork
- Consistently meets revenue yearly growth targets
- Review and reconcile Profit and Loss monthly revenue numbers
- Employee development, coaching, career planning
- Conduct positive and effective Sales and Service meetings

Manager, AVP	Eastmoor Banking Center	April 2003 - Dec. 2004
Bank One, NA Manager, VP	Whitehall Banking Center	Jan 1999 – April 2003
Manager, AVP	Governors Place Banking Center	Oct. 1996 – Jan. 1999
Assistant Manager	Sawmill Financial Center	Feb. 1996 – Oct. 1996
Assistant Manager	University Banking Center	Jan. 1992 – Feb. 1996
Account Executive	German Village	Feb. 1989 – Jan. 1992
Branch Automation Support Staff	Westerville	Nov. 1987 – Feb. 1989

ACCOMPLISHMENT & AWARDS

- Successful completion of courses sponsored by Bank One Training & The American Institute of Banking: Skills Mastery, Sales Leadership, Coaching for Sales Performance, Business Accounting
- Retail Investment Services Awards and Banking Center Manager, National Achievement Award
- Award of Accomplishment – State of Ohio General Assembly and House of Representatives

EDUCATION

Wilberforce University, Major: B.S., Business Organizational Management
Franklin University, Major: Associate of Science Business Management

REFERENCES

Furnished Upon Request