



CRYSTAL D. CAUSEY

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EDUCATION

The Ohio State University, Columbus, Ohio
Bachelor of Arts

EXPERIENCE

The Huntington National Bank ♦ 17 S. High St. Columbus, OH, 43215

Vice President, Treasury Management Sales Advisor 2009 – Present

- ♦ Sales Advisor supporting Public Sector customers with day to day cash flow cycles
 - ♦ Sales Advisor dealing primarily with middle market customers
- ♦ Identifying Treasury Management sales opportunities through consultative selling with both clients and prospects

The Key Bank ♦ 88 E. Broad St. Columbus, OH 43215

Vice President, Senior Treasurer Advisor 2006 – 2009

- ♦ Worked in conjunction with Relationship Managers to pursue new cash management opportunities
 - ♦ Analyzed business bank statements and cash flow cycles for different types of businesses
- ♦ Prepared proformas for new prospects, implemented new business sales and assisted clients with forecasting their cash flows
 - ♦ Complied with bank policy and procedures
- ♦ Familiarized banking laws and regulations as it relates to treasury management line of business

The Fifth Third Bank ♦ 21 E. State St. Columbus, OH 43215

Vice President, Cash Management Sales Officer & Team Leader 2002 – 2006

- ♦ Worked in partnership with Branch managers and Business Bankers to secure new relationships with customers
 - ♦ Responsible for sales training with primary focus on product information

The Fifth Third Bank ♦ 21 E. State St. Columbus, OH 43215

Assistant Vice President, Banking Officer Manager 1987 – 1999

- ♦ Managed several banking centers with primary focus on sales, coaching, profitability and operations
 - ♦ Oversaw training of new staff when bank purchased competitor in 1990s
- ♦ Collaborated with different departments within the organization to train them on various topics including credit analysis, international, and retail

- ♦ Served as Personal Banker Manager and assisted Branch Managers with training, compliance, and performance management.
- ♦ Sold full range banking services

SKILLS

- ♦ Experienced sales and management professional with a successful career in banking, business development, and administration
- ♦ Effective manager for over 15+ years with necessary skills to direct, coach, and motivate staff to their fullest potential
 - ♦ Excel within highly competitive environments where leadership skills contribute to company success
 - ♦ Vast experience interfacing with others at all levels to ensure organizational goals are attained
 - ♦ Proven results in using proactive approaches to capture numerous accounts and expand client base
 - ♦ Possess excellent interpersonal, analytical, and organizational skills

PROFESSIONAL CERTIFICATIONS

- ♦ Certified Treasury Professional, 2004 (CTP)
- ♦ Graduate School of Retail Bank Management, University of Virginia, 1992

REFERENCES AVAILABLE UPON REQUEST