

Mark A. Thompson

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PROFILE SUMMARY

Management professional in banking industry with 20-year career. Main strengths include:

- Staff Development & Training
- Customer Service & Client Retention
- Business Development & Sales
- Develop Strategic Marketing Plans
- Build Excellent Rapport & Client Relationships

PROFESSIONAL EXPERIENCE

Bank Midwest

Kansas City, MO

Assistant Vice President

September 1995-Present

- Solicit community business accounts and develop strategic alliances with clientele.
- Develop tactics to increase assets and profitability within a territory consisting of six franchises throughout Jackson County, Missouri.
- Devise and implement innovative marketing principles and promotional sales events for commercial and consumer projects to further support financial growth.
- Counsel high net-worth individuals and corporate clients with regard to investment opportunities, risk analysis, and monetary returns.
- Cross-sell banking services and products to clientele.
- Participate in community events to position the Bank as a leader within the territory.

Highlights:

- Generated more than \$100,000 in revenue and fee income within a four-month period.
- Developed a strategic marketing campaign targeting accountants, attorneys, and medical professionals, which has generated substantial referrals.

North American Bank

Overland Park, KS

Assistant Treasurer

February 1985-June 1995

- Directed daily operations for retail bank, including branch sales, business development, customer service, and credit analysis.
- Managed a staff of 15 Customer Service Representatives and Tellers.
- Analyzed financial statements and pertinent information to determine credit worthiness of prospective customers.
- Negotiated and secured terms, pricing, and conditions.
- Counseled corporate clients and high net-worth individuals regarding their borrowing needs.

EDUCATIONAL BACKGROUND

Rockhurst University

Bachelor of Science in Business Administration, Finance Emphasis

Kansas City, MO

December 1984