

Etti Simon

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Outstanding Loan Officer

Accomplished credit services professional with a dynamic combination of business acumen and business development expertise. Top performer with strengths in all aspects of loan origination, review, and analysis. Successful in maximizing profitability and organizational growth.

Professional Experience

Loan Officer, Commercial Accounts | NATIONAL FINANCE, Elizabeth City, NC – 1999 to Present

Cultivate relationships in promotion of new business. Effectively cross-sell corporate bank products, cash management products, and key investment offerings. Instrumental in underwriting loans. Conduct comprehensive financial analysis and examine cash flow models, profitability models, and credit analysis to determine loan eligibility.

Key Accomplishments:

- Consistently exceeded rigorous business development objectives.
- Effectively managed a diverse portfolio of commercial clients.

Loan Officer, Commercial Accounts | NORTHERN FINANCE, Elizabeth City, NC – 1996 to 1999

Built business relationships with clients across four offices. Played an instrumental role in development of sales and marketing initiatives. Worked closely with credit administrators and the organization's regional officer.

Key Accomplishments:

- Earned recognition as top performer three years in a row.
- Ranked in the top 5% of 150,000 employees in corporate sales and marketing initiatives.

Education

UNIVERSITY OF WISCONSIN, Madison, WI
B.A., Finance, International Business