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## **ELLEN RUMORO**

**11/07/2011 - 11/09/2012**

**The Private Bank**

**Skokie, IL**

**Winnetka, IL**

### **Assistant Managing Director, Branch Group Manager**

- Created and implemented sales strategy to increase deposits and revenue
- Acted to improve team performance by providing guidance, development opportunities, and fostering a team environment.
- Demonstrates commitment, respect, consideration, and fairness to both my staff and to build rapport with clients.
- Collaborate with partners in all lines of business to identify additional opportunities and expand client relations.

**09/04/2007 - 11/02/2011**

**PNC Bank**

**Grayslake, IL**

**Long Grove, IL**

### **Vice President, Branch Manager**

- Motivate a strong and successful environment leading to superior customer experience and service scores
- Consistent in coaching and developing staff to exceed branch goals as well as personal career goals.
- Develop and implement multiple winning strategies to reach and surpass branch growth
- Establish excellent rapport with all lines of business partners to increase referrals
- Identify outside business opportunities and develop methods to generate sales

**09/2006 - 09/2007**

**Harris N.A.**

**Buffalo Grove, IL**

### **Vice President, Branch Manager**

- Acquired, developed, and retained high-caliber talent
- Encouraged and advised team while developing their knowledge and skills
- Implemented best practices and led by example

**02/2004 - 09/2006**

**Harris N.A.**

**Hoffman Estates, IL**

### **Assistant Vice President, Branch Manager**

- Conducted sales training and branch sales meetings to coach and guide to success
- Prepared weekly sales reports and monthly audits
- Reviewed all loan documents with bankers for accuracy and proper completion

**02/2003 - 02/2004**

**Harris N.A.**

**Barrington, IL**

### **Personal Banker**

- Educated clients on bank products and services
- Resolved clients conflicts and provided sound resolutions
- Achieved and surpassed goals on a consistent basis