

Frida Graziano

175 Norwich Ct. Lake Bluff, IL 60044
H- 847-615-1993 C- 847-682-0076
Frida51@comcast.net

Professional Summary

Manage, retain and grow profitable high net worth client relationships. Identify cross sale opportunities and coordinate the introduction of clients to product partners in investment management, trust, treasury services, business banking and retail. Top producer among Private Bankers in the Midwest region in mortgage loan origination and closings. NMLS ID: 821364

Experience

March 1999 - present
JPMorgan Chase Bank NA -- Chicago, IL
Vice President -- Private Banker- Private Wealth Management

Manage high net worth clients book of business. Key contact for the client relationship. Primarily responsible for the client experience through high touch customer service. Extensive knowledge of deposit and credit products and solutions, and engaging partners to deliver a complete wealth management solution. Responsible for growth of book of business by broadening existing client relationships through profiling clients and identifying cross sell opportunities, and acquiring new clients to the bank.

SKILLS, KNOWLEDGE, ABILITIES:

- Top producer among Private Bankers in Midwest region in mortgage loan origination.
- Experienced in establishing a professional and trusting rapport with clients.
- Extensive knowledge and complete understanding of deposit and loan products.
- Complete understanding of banking policies and procedures and risk management policies.
- Excellent listening and problem solving skills.
- Exemplify a professional image to clients and community.
- Excellent interpersonal, verbal and written communication skills.
- Excellent negotiating skills.
- Consultative approach to introducing clients to appropriate partners.
- A resource to colleagues for guidance in best practices.
- Notary Public, State of Illinois.

July 1994 -1999 - Fifth Third Bank (formerly First National Bank of Northbrook) Northbrook, IL Vice President

Managed a portfolio of the bank's most profitable clients, including mortgage loan origination, and closings.

Earlier experience furnished upon request.

Education

Lake Forest College -- Bachelor of Arts Degree -- Economics

INTERESTS

Volunteer Lake County Literacy Program
Golf Enthusiast - Exmoor Country Club