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## Kenneth Tracy

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### Professional Summary

Highly meticulous and experienced Banking Sales manager with a superb record of sound financial management and high customer satisfaction. Skilled in directing small and large bank marketing and sales teams. Adept at managing a high volume of multiple accounts with the highest degree of salesmanship and professionalism.

### Core Qualifications

- Excellent breadth of experience in banking sales
- Strong communication and interpersonal skills
- Superior mathematical and statistical abilities
- Exceptional organizational and presentation skills
- Outstanding managerial skills
- High skills in using Lotus Notes and MS Office applications such as Word Excel and Access

### Experience

#### Banking Sales Manager First Bank

6/1/2010 - Present  
St. Paul, MN

- Attained existing client financial targets and generated new client base.
- Oversaw administration of various client services.
- Provided appropriate guidance and motivation to sales team members as needed.
- Established training programs set goals and conducted performance reviews of banking staff.
- Reported to management on new banking team member progress on a regular basis.

#### Banking Sales Assistant Manager Twin Cities Federal Bank

6/1/2006 - 5/1/2010  
Minneapolis, MN

- Designed and proposed various banking insurance plans to management and individual customers.
- Oversaw trading and sales departments.
- Participated in capital markets securities exchange and securities issuance processes.
- Coordinated sales activities with marketing executive team.
- Assisted customers with deposits withdrawals and opening new accounts.

### Education

#### Master's Degree - Business Administration University of St. Thomas

2006  
St. Paul, MN

#### Bachelor's Degree - Finance University of Minnesota

2003  
Minneapolis, MN

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