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| Richard a. brown5635 Timber Creek Place Drive apt 812, Houston, TX 77084Mobile: 281-948-3126 Email: richie.b.xlcr@hotmail.com |
| qualifications |
|  | Eighteen years’ experience with high-volume financial transactions, demonstrating consistent record of competency. Instrumental in reducing direct costs (7%) and contributing to operational efficiency. Strengths include wealth management, financial analysis, budgeting, payroll management, and reporting.  |
| education, professional registration |
|  | Texas Southern University, Jesse H. Jones School of Business* *Candidate for Baccalaureate in Accounting, May, 2015*
* *G.P.A. 3.23*
* *LSAT score 149 (October 2011)*
* *Microsoft Office proficiency in Excel, Word, Outlook*
* *Quickbooks, ProCare, Peachtree Accounting software*
* *Ability to train, motivate, and supervise staff*
* *Develop sales campaign strategy and tracking activity*
* *Held NASD Securities License 6, 63*
* *Held General Lines and Health Insurance Group 1 License*
* *Investment Platinum Award Achievement*
* *BBVA Compass Preferred Client Officer designation*
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| PROFESSIONAL EXPERIENCE |
|  | **Business Data Analyst** Be A Champion, Inc. Houston, Texas * Payroll manager for 250 staff.
* Budgetary analysis and reporting for 50 locations.
* Manage annual $1MM budget
* Reduced primary expense category from 64% to 57%

*Preferred Client Officer*  | 2009-Present |
| BBVA Compass Bank, Houston, *TX* 2006-2009* Retained portfolios of Preferred Client base with minimum AUM of $25,000
* Formulated and managed long-term investment strategies to secure current assets and grow for future income through various investments vehicles
* Managed a loan profile with a goal to close a minimum of $100,000 monthly
* Selected Contributions:
* Investment Platinum Award Achievement
* BBVA Compass Preferred Client Officer designation

**Consumer Banking Officer** JPMorgan Chase Bank, Houston, Texas 2002-2006 * Generated sales to new and existing bank clients
* Developed clients banking relationship
* Opened Small Business accounts and implement a comprehensive wealth management strategy

**Account Resolution Officer** Citicorp Credit Cards, Houston, Texas 2001-2002 * Provided service to cardholders with escalated card problems
* Negotiated the resolution of past due accounts to preserve credit quality

**Assistant Manager** Washington Mutual Bank, Houston, Texas 2000-2001 * Managed inside sales processes
* Performed monthly branch audits
* Packaged new account products maximizing branch revenue
* Managed consumer loan workflow from origination through closing
* Improved relations with and reduced turnover among support staff

**Teller Manager** Bank United, Houston, Texas 1996-2000 * Coached staff to deliver quality customer service
* Handled vault teller responsibilities
* Balanced and service ATM machine
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| Interests |

* Houston Football Association
* West Houston Indoor Soccer
* National Pre-Law Conference
* National Jurist (subscriber)