

# Sade Estrada

**Senior Banker**

Community banking professional with 12 years of experience in consumer and commercial lending, staff training, and branch revenue growth. Increased monthly revenue from consumer and small-business loans by $54,130 through proactive outreach to pre-qualified applicants in the banking system. Trained and onboarded 13 new bankers over 3 years, covering BSA/AML procedures, product knowledge, and teller operations, and holds a Series 6 Investment Company and Variable Contracts Products Representative credential.


Claremont, NH 12345

(603) 555-0132

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## KEY SKILLS

- Consumer and Commercial Lending
- BSA/AML Compliance
- Banking Software
- Microsoft Outlook
- Loan Documentation Review
- Staff Training and Onboarding
- Cash Handling and Balancing
- Financial Needs Analysis
- Online and Mobile Banking Platforms
- Branch Revenue Growth

## CERTIFICATIONS

- Series 6 Investment Company and Variable Contracts Products Representative, FINRA, 2018

## PROFESSIONAL EXPERIENCE

SENIOR BANKER
SUGAR RIVER COMMUNITY BANK, CLAREMONT, NH | 2020 – PRESENT

- Raised the average loan amount by $11,740 per borrower by conducting detailed income and asset reviews and recommending consolidated lending structures.
- Increased monthly revenue from consumer and small-business loans by $54,130 through proactive outreach to pre-qualified applicants in the banking system.
- Trained and onboarded 9 new bankers over 3 years, designing a 6-week curriculum covering BSA/AML procedures, product knowledge, and teller operations.
- Reviewed lending files for NMLS-registered loan originators, clearing documentation backlogs and reducing average file preparation time from 52 minutes to 31 minutes.

BANKER
CONNECTICUT VALLEY SAVINGS ASSOCIATION, LEBANON, NH | 2016 – 2020

- Grew the average personal loan size by $8,380 by presenting home equity and auto refinance options during scheduled financial reviews.
- Onboarded 4 associate bankers in a single calendar year, pairing each with a mentor and tracking progress through weekly skill assessments.
- Increased monthly loan-generated revenue by $38,940 after piloting a same-day pre-approval workflow for qualified walk-in applicants.
- Processed an average of 131 daily transactions in the banking system, balancing a cash drawer to within $0.07 variance per shift.

ASSOCIATE BANKER
ASCUTNEY RIDGE FEDERAL CREDIT UNION, WINDSOR, VT | 2014 – 2016

- Contributed to a $6,210 increase in average loan amount by gathering complete financial documentation before forwarding applications to senior lenders.
- Assisted in training 3 new tellers on cash handling, identity verification, and federal disclosure requirements over a 4-week onboarding period.
- Helped raise monthly loan revenue by $27,460 by scheduling follow-up calls with applicants who had not yet completed the closing process.

## EDUCATION

BS in Business Administration
University of New Hampshire, Durham, NH | 2010 – 2014