

LOUISE A. ALESZCZYK

PROFESSIONAL EXPERIENCE

2006-2009	Susquehanna Bank <i>Branch Manager</i>	Lumberton, NJ
	<ul style="list-style-type: none">■ Grew Deposits to \$16 million, exceeding goal by 14%■ Aggressively increased commercial sales, branch double commercial client base in 2008.■ Proactively became the "face" of Susquehanna Bank in the Lumberton/ Hainesport / Mt Holly communities by attending numerous events both during and after business hours.■ Increased awareness of Susquehanna Bank by expanding participation in community activities.■ Created a team that worked well together to meet branch goals.■ Positive customer appreciation for team as a result of providing exceptional service.■ Formated and implemented Sales and Service strategies for the community office.	
2001-2006	Citizens Bank <i>Qualifications Business Banking Manager</i>	Haddon Heights, NJ
	<ul style="list-style-type: none">■ Reached out to potential customers through cold calling efforts.■ Maintained an extensive knowledge of banking products and services.■ Worked closely with branches and business partners to generate quality leads.■ Utilized sales profiling to indentify needs and make product recommendations.	
1999-2001	Mellon Bank <i>Cash Management Representative</i>	Philadelphia, PA
	<ul style="list-style-type: none">■ Managed extensive portfolio of deposit only clients.■ Sold new products and services existing clients.■ Expanded sales team from 50 to 100 representatives.■ Developed strong centers of influence and partner relationships.	
1998-1999	Mellon Bank <i>Business Development Officer</i>	Philadelphia, PA
	<ul style="list-style-type: none">■ Self generated business leads to solicit Mellon Bank commercial products.■ Maintained quality relationships with existing clients to retain the business.	
1979-1998	PSFS/Mellon Bank <i>Branch Manager</i>	Philadelphia, PA
	<ul style="list-style-type: none">■ Coached and Mentored 15-20 employees.■ Fostered a positive work environment within the branch.■ Maintained a productive sales environment with tellers and platform employees.■ Always excelling in meeting branch Sales goals.	

EDUCATION

1975-1986	Holy Family University <ul style="list-style-type: none">■ Bachelor of Arts in Business Administration■ Concentration in Management and Marketing	Philadelphia, Pa
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