

LOUISE A. ALESZCZYK

PROFESSIONAL EXPERIENCE

- 2006-2009 Susquehanna Bank Lumberton, NJ
Branch Manager
- 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 Haddon Heights, NJ
Qualifications Business Banking Manager
- 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 Philadelphia, PA
Cash Management Representative
- 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 Philadelphia, PA
Business Development Officer
- 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 Philadelphia, PA
Branch Manager
- 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 Philadelphia, Pa
- Bachelor of Arts in Business Administration
 - Concentration in Management and Marketing