

**Edmund Roberts**

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**Objective:**

Seeking the position of banking sales manager with a major public or private sector bank.

**Experience:****UBS Financial Services Inc., Broomfield, CO**

Banking Products Sales Desk Manager

2010 – present

- Driving revenue growth through the development and management of the sales desk specialist who will make proactive sales calls (phone, e-mail, and mailings) on a daily basis with existing financial advisors to strengthen relationships & identify opportunities to establish relationships with new Financial Advisors.
- Coaching; performance management; and career development of staff.
- Tracking sales activities, providing sales forecasts, and creating and analyzing metrics that drive results.
- Provide support and follow up for the external sales team.
- Responsible for ongoing development and delivery of sales and product training in conjunction with the product development group.
- Develop and implement sales initiative programs to drive sales/ product goals.
- Learn, know and be able to present all products.
- Provide the team with sales tools and techniques to achieve their goals.

**Skills:**

- Proficiency in all Microsoft Office applications.
- Strong presentation skills.
- Exceptional verbal and written communication skills.
- Capable in leading the sales professionals team and drive sales goals.
- Strong competitive drive and work ethic to succeed.

**Education:**

University of Colorado, Aspen, CO

Bachelor's Degree in Finance - 2010