



WALTER PACHECO

BANKING RELATIONSHIP SPECIALIST

My Name is Walter Pacheco and I have college degree in Business Administration since 2016. Currently I am working a one of the most prestigious financial institutions in the country. Bank OZK, for over a year where I have mastered operational and retail banking skills.

CONTACT



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EDUCATION

Finance

Miami Dade College / Miami
2007

Business Administration

Atlantis University/ Miami
2016

SKILLS

NMLS: 967168

Notary Public

Data Analysis

Tri-lingual

Community Involvement
Planning

Technical

Microsoft Office

Outlook

Quickbooks

Adobe

NetSuite

WORK EXPERIENCE



Bank OZK / Banking Relationship Specialist

Since 2019

Build professional relationships with customers and provide sales leadership and coaching to team members. Utilizing my knowledge of retail and small business banking products and services to help our clients meet their goals.

- Open and service complex small business and personal, consumer accounts.
- Cultivate professional relationships with customers.
- Actively promote teamwork, taking initiative to help others.



BB&T Bank / Branch Manager

From 2016 to 2018

In charge of new business growth in multiple banking centers. Liaising with realtors to create small business loans and mortgage applications. Allocating, analyzing and calculating the most accurate information from the customer.

- Leverage local market networks and centers of influence to develop opportunities.
- Execute strategic and tactical plans to ensure growth and productivity.
- Model talent development skills to facilitate strong employee engagement.
- Facilitated Homebuyer Workshops, meetings with realtors and with employees



ScribeAmerica / Accountant

From 2014 to 2016

Responsible for monitoring new software platforms, operations and customer service. Generating and analyzing revenue reports for accounts payable and receivable departments.

- Information gathering and streamlining processes to ensure compliance.
- Excellent follow-up methods to ensure quality and accuracy with clients.
- Coaching team members to maintain efficiency.

REFERENCES

Edwin Zerpa

Collier County / Police Officer

Phone: 305-431-8304

Email: edwin131626@yahoo.com

Fabiana Novoa

FineMark Bank / Wire Manager

Phone: 305-495-6901

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