# Carrie Park

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### Summary

Dynamic and energetic **Finance Professional** with over 10 years’ experience in both front and back office, consumer, and institutional clients, on local and regional teams. Skills include complex analysis and interpretation, project management and execution. Respected leader and analytical person who gets results and brings out the best in others.

### Key Skills

* Strategic Planning and Execution
* Analytics and Financial Modeling
* Risk Management and Controls
* Polished Speaker/Presenter
* Product Management and Design
* Statistical Modeling
* Pricing and Profitability
* Project Management

### Career Experience

#### ABC Bank, Toronto, ON 20xx – 20xx

Overview of company size and scope

##### Vice President Product Manager (XXXX – XXXX)

Oversaw Securities Lending product in Canada, driving product strategy, setting annual budgets, participating in industry events, client/prospect meetings, and on-boarding new clients.

* Doubled the number of Canadian Securities Lending clients during tenure, launched the first corporate client and led implementation project for the first third-party lending client.
* Increased client satisfaction and generated sales leads by coordinating a Securities Lending Roundtable for clients and prospects.
* Managed Securities Services Product projects through Company's vigorous internal processes. Project portfolio included bringing Pension Administration to the Canadian marketplace via outsourcing relationship which doubled the available market share. First pension client signed within the first quarter.
* Chosen for the prestigious Strategic VP Development Program, working on a global team to present a Share Class Hedging product business case to Senior Management. Recommended project approved for funding and implementation across locations globally and has increased available ‘share of wallet’ of both new and existing clients.

##### Assistant Vice President Product Manager (XXXX – XXXX)

Designed pricing and profitability models across all products within Bank Services in Canada. Participated in setting and driving product strategy and financial goals. Led Monthly Business Reviews and other Strategic Business presentations with Senior Management and stakeholders.

* Developed complex profitability and pricing models with Canadian product team to protect diminishing margins by identifying optimal clients and strategically downgrading/demarketing unprofitable ones. Models continue to be critical to understanding the business at both the consolidated and individual client level.
* Streamlined the product pricing process for clients and prospects by setting a framework, defining policy and procedure, establishing an approval matrix, and monitoring the process through self-testing. This process became the best practice globally across the business.
* Selected as a critical member of the ‘Deal Team’ for the divesture of Bank’s Products Information Technology business, providing analysis and coordination of the data from competing bidders.

##### Business Analyst (XXXX – XXXX)

Worked directly for Transaction Services, prepared Monthly Business Review, led multiple high-profile projects on behalf of the organization.

* Led the creation of a Canadian trust company with a cross functional team, navigated OSFI’s regulatory approval, resulting in the launch of Agency and Trust services in Canada which allowed the Company to cross-sell to existing clients.
* Created a model for pricing renegotiation with a key client that used statistical regression to demonstrate the client was not over-priced and ensured that new pricing framework was beneficial for both Company and client.
* Functioned as consultant and advisory resource to multiple US sites during internal audits. All audits received a satisfactory rating. Awards include Operations Employee of the Month, and the Operations Award of Excellence.
* Designed and prepared the monthly reporting packages for three sites consisting of nine departments in locations across Canada and the U.S. which provided consistent and coherent business intelligence across the region.
* Led an initiative project, which streamlined processes, reduced risks, and improved client experience by cutting credit approval turnaround time by 50%.
* Played a key role in the project team for a Business‑to‑Operations transition. Evaluated, enhanced, and streamlined all metrics surrounding the three units, which transitioned to Operations.

Additional experience includes Asset Manager (XXXX – XXXX) and
Legal Department Coordinator (XXXX – XXXX) with Company GHI

### Education and Professional Development

Bachelor of Arts in Economics 20XX

* University Name, City, Province

Affiliations

* Member of the Board of Directors, ASSOCIATION
* Chair, COMMITTEE

### Interests and Community Involvement

Transportation Volunteer for Canine Rescue

Kayaking, rock climbing, marathon running