

Shijo Sebastian
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Objective

Looking forward for positions where I can use learning from my experience; on the lookout for positions where long-term association is important and which would involve next-level responsibilities and challenges

Areas of Strength:

- ▶Dynamic, result driven, team player, aggressive, self-starter, positive behavior, flexible, strong planning and adaptable with ability to learn quickly.**
 - ▶Managing the Super Store Executive team and overall target to deliver an excellent Guest and client experience.**
 - ▶Developing and maintaining good relationships with existing and prospective clients for growing business.**
 - ▶ Ability to meet deadlines with excellent organizational skills.**
 - ▶ Self-motivated and a fast learner in diverse environments.**
 - ▶ Articulate, good oral and written communication skills.**
 - ▶ Outstanding customer cordial relations.**
 - ▶ Cross-cultural work environment.**
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Professional Experience From January 2019 To Still Date

Organization : CHOICE EQUITY BROKING PVT LTD- Aluva
(CHOICE GROUP)
Designation : Senior Branch Manager
From : January 2019
To : Till Date

Job profile:

- Assess local market conditions, identify current and prospective sales opportunities and develop forecasts, financial objectives and business plans for the branch
- Direct all operational aspects of the branch to include distribution operations, customer service, administration and sales in a manner that supports reaching the profitability goals
- Ensure that all areas of work performance or departments are properly staffed and directed

- Provide training, coaching, development and motivation to bring out the best in each distribution team member
- Take on the responsibility for the orientation of all new employees
- Take on the responsibility for evaluation of all employees
- Communicate effectively with other branches and senior managers by sharing information on effective practices, competitive intelligence, business opportunities and needs
- Address customer and employee satisfaction issues promptly
- Manage the branch honestly, follow high ethical standards, and comply with all regulations
- Participate actively in community, business and industry organizations to build a network of contacts that improve the presence and reputation of the branch and company in the local area
- Evaluate regularly the effectiveness of the branch operation, to see that policies are being observed and that goals are being attained and take prompt corrective action as needed

Professional Experience From May 2016 To December 2018

Organization : INDITRADE CAPITAL LTD - Aluva
Designation : Senior Branch Manager
From : May 2017
To : December 2018

Job profile:

- Assess local market conditions, identify current and prospective sales opportunities and develop forecasts, financial objectives and business plans for the branch
- Direct all operational aspects of the branch to include distribution operations, customer service, administration and sales in a manner that supports reaching the profitability goals
- Ensure that all areas of work performance or departments are properly staffed and directed

- Provide training, coaching, development and motivation to bring out the best in each distribution team member
- Take on the responsibility for the orientation of all new employees
- Take on the responsibility for evaluation of all employees
- Communicate effectively with other branches and senior managers by sharing information on effective practices, competitive intelligence, business opportunities and needs
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Professional Experience From June 2016 To April 2017

Organization : **TRADE BAY TRADING W.L.L, DOHA, QATAR**
Designation : **Portfolio Manager**
From : **June 2016**
To : **April 2017)**

Job profile:

- To invest in instruments on specified exchanges
- To trade in derivatives markets vis a vis FX, Commodities, Equity futures
- To constantly monitor the risks associated with various asset classes and take decisions on generating returns
- Researching different types of instruments and understanding which instrument is the preferred option
- Prepare reports & illustrate the success of the investments & propose new investments that may help buttress their portfolio
- Researching various stocks or funds that may be in the news for recent product developments, earnings statements, or other reasons so as to attempt to extract maximum value from a potential or current investment

Professional Experience From Jan 2012 To May 2016

Organization : INDITRADE CAPITAL LTD ANGAMALY
Designation : Branch Manager
From : Jan 2012
To : May 2016

Job profile:

- Assess local market conditions, identify current and prospective sales opportunities and develop forecasts, financial objectives and business plans for the branch
- Direct all operational aspects of the branch to include distribution operations, customer service, administration and sales in a manner that supports reaching the profitability goals
- Ensure that all areas of work performance or departments are properly staffed and directed

- Provide training, coaching, development and motivation to bring out the best in each distribution team member
- Take on the responsibility for the orientation of all new employees
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- Communicate effectively with other branches and senior managers by sharing information on effective practices, competitive intelligence, business opportunities and needs
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Professional Experience From Jan 2005 To Jan 2012

Organization : JRG WEALTH MANAGEMENT LTD(Jan 2011-Jan 2012)

Designation : Central Dealing Desk Manager, Corporate Office Hyd.

Organization : JRG SECURITIES LTD , ANGAMALY (Aug 2006 to Jan 2011)

Designation : Senior Equity Dealer

Organization : INDIABULLS SECURITIES LTD (Jan 2006-Aug 2006)

Designation : Equity Dealer

Organization : PENINSULAR CAPITAL MARKET Feb-2004 to Dec 2005)

Designation : Equity Dealer

Academic qualifications

- **Post Graduate Diploma in Computer Application and NETWORKING**
- **B Com**
- **Plus Two**

Certifications

- **NSE Certification In Financial Markets (Derivatives Module,2011)**
- **NSE Certification In Financial Markets (Dealers module,2001)**

Achievements

- **Won the best BM award at Inditrade for Q2 2014)**
- **Won the best Branch performance award for the year of 2014**
- **Equity product champion for the month of January 2015**

Interests and Activities

- **Playing Cricket and Football**
- **Listening Music**

Personal Information

Father's Name : Sebastian
Date of birth : 28-05-1984
Citizenship : Indian
Sex : Male
Marital Status : Married
Languages Known : English & Malayalam