



LOTFI KACED

MASTER'S IN FINANCIAL DERIVATIVE INSTRUMENTS

CONTACT



(514) 576-6771



lotfikaced@gmail.com



Linkedin.com/in/lotfikaced



1966 Le Caron St, Montreal
Québec, H4E 1K6

SOFTWARE

Photoshop



MS Office



Hermès



Windows



SPSS



LANGUAGES



French



English



Arabic

APTITUDES



Creativity



Team
Work



Critical
Analysis



Leadership



Financial
Modeling



Financial
Derivative
Instruments



Critical
Thinking



Positivity



Reliability

WORK EXPERIENCE

SALES MANAGER

2016-Now

Won "The President's contest" two years in a row, and many other quarterly contests held by the company.

iA Financial Group / Laval-Ouest

- Recruitment, supervision, and training of the new advisors
- Management and coaching of a team of several "Financial Security Advisors", managing a multi-million dollar portfolio of investment and insurance
- In charge of growing the talent and business development of the team

FINANCIAL SECURITY ADVISOR

2013-2015

Won many quarterly contests, as well as "Advisor Of The Year" and "Recruiter Of The Year" of the year 2014.

iA Financial Group / Châteauguay

- Business development with new or existing clients
- Financial advisory and distribution of financial products
- Customer service

INTERN

2011-2011

Received Excellent Honors on my thesis.

Promasidor / Algiers

- Full time internship at Promasidor, a food and beverage giant that distributes affordable food and beverage products of superior quality across Africa, allowing the realization of a thesis on "The management of the treasury within a company".

TELEMARKETER

2011-2011

I was "Employee Of The Month" for 8 months in a row, for making the most sales with the biggest premiums

Projétel Call Algérie / Algiers

- Sale of Mechanical Failure Warranty to customers of the French website "Autoreflex".

PROJECT ASSISTANT

2010-2010

Helped create the study within all agencies of the bank for the first time in Algeria. The project was a success on all levels.

BNP Paribas / Algiers

- Conducted a statistical study within all 54 branches of the bank
- Management of a team of employees

EDUCATION

FINANCIAL SECURITY ADVISOR LICENSE

Nov - 2013

Autorité des Marchés Financiers / Montreal

MASTER'S IN FINANCIAL DERIVATIVE INSTRUMENTS

2012-2013

École des Sciences de la Gestion - UQÀM / Montreal

STATE ENGINEER IN APPLIED STATISTICS AND ECONOMICS SPECIALIZED IN FINANCE AND ACTUARIAL SCIENCE

2009-2011

E.N.S.S.E.A. / Algiers

PREPARATORY SCHOOL IN STATISTICS AND ECONOMICS

2006-2009

E.N.S.S.E.A. / Algiers