



IIFL SECURITIES CEYLON (PVT) LTD

We are looking for dynamic, self motivated and result-oriented individuals who are capable of working in a world-class stock broking/investment banking environment in the following roles.

Economist

- A Bachelors Degree from a recognised university with specialisation in Economics
- Preference will be given for candidates who possess a Masters Degree in Economics
- Preferably part/full qualification in CIMA/ACCA/CFA
- Excellent writing skills and high command of English is essential
- Prior work experience will be an added advantage

Equity Sales

- Strong academic background and prior experience in equities from the buy/sell side
- Should be able to liaise with the existing institutional client base and work towards selling Sri Lankan equities globally
- Should have excellent communication skills and an ability to develop long-term relationships
- Excellent command of English is essential
- Successful candidates will have the opportunity to be trained overseas at our overseas offices

Investment Analyst

- A Bachelors Degree from a recognised university
- Part/full qualification in CIMA/ACCA/CFA
- Excellent writing skills and high command of English is essential
- Prior work experience will be an added advantage

Please e-mail your CV to the below-mentioned email address on or before 06th of June 2011.

Contact Person : Ms Dhanya Gunawardana
Email address : hr.ceylon@iiflcap.com

IIFL Securities Ceylon (Pvt) Ltd

27th Floor, East Tower, World Trade Centre, Colombo – 01

About IIFL Securities Ceylon

Coming under the aegis of India's premier financial services group, IIFL Securities Ceylon leverages on the multi-dimensional synergies of the IIFL Group India, which has offices spread across the US, Dubai, Singapore and 450 cities in India. We are the Sri Lankan institutional equities division of the group and a fully fledged trading member of the Colombo Stock Exchange, constantly engaged in positioning Sri Lanka as a frontier market for foreign institutional investments. Spearheaded by a 15,000 strong team located around the world, the Sri Lankan office seamlessly reflects the professionalism seen within the Group. Leveraging on the global footprint under which umbrella we are poised to go beyond the equities sphere, our specialisation extends to a gamut of capital market and investment banking activities that include wealth management, corporate advisory services and corporate finance, initial public offerings, restructuring and private equity. Helmed by research, trading and sales teams who are all equipped with expansive experience and knowledge of both local and foreign capital markets, IIFL Ceylon is eager to add versatile individuals to our team.



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இலங்கை பத்திரிகை ஸ்தாபனம்
Sri Lanka Press Institute

The Sri Lanka Press Institute (SLPI), managed by The Editors' Guild of Sri Lanka, the Newspaper Society of Sri Lanka, the Free Media Movement and the Sri Lanka Working Journalists Association to promote media professionalism is seeking an individual for

The Post of Graphic Designer

The Graphic Designer should be able to:

- Create and develop new and unique creations to represent an idea.
- Modify, revise and edit design projects.
- Stay within timelines and deadlines for completion dates of projects. This requires good time management and organizational skills.
- Create designs, concepts, and sample layouts based on knowledge of layout principles and aesthetic design concepts.
- Mastery of design programmes, Illustrator, Photoshop, Indesign, Corel draw and Pagemaker is compulsory as graphic designing will be undertaken on Windows platforms.
- Sinhala and English typing abilities. Tamil typing ability will be an added advantage.
- Competence to update websites will be an added qualification.
- A recognized degree and / or equivalent qualification in graphic designing is preferred. However, those with five years or more experience and a proven track record on the job may also apply.

Interested candidates should send a detailed CV along with names and contact details of two non-related referees to reach the address below on or before 18th June 2011.

Chief Executive Officer
Sri Lanka Press Institute
96, Kirula Road,
Colombo 5.

Motivation and solving office conflicts

THE CONSCIENTIOUS and well-meaning owner of a small business cannot seem to get his work force motivated, despite a good benefits package and pleasant working environment. "I am coming to the conclusion that it doesn't pay to be nice to people," he says. "Maybe if I fired a few of them I'd get better results."

The supervisor of a 100-employee division of a large company says his employees are demoralized; he wants to know ways to increase their motivation.

An office manager is stunned to find out that two of her best employees told another supervi-



sor she did not like them. "They are both top performers, and I can never remember being dis-

satisfied with them in any way," she says. "What's happening?"

These managers are discovering that managing means managing people. In the course of consulting and column writing I have found the two major problem areas for managers are how to motivate and how to reduce conflict. Take the owner who is contemplating firing some of his

employees. It is not that he is doing something wrong by giving them a handsome benefits package and good working conditions. He is just not doing enough. If you are in his situation you should ask yourself these questions: Do your employees participate in decision making? Do they have promotion opportunities? Do they think you have made promises you have not fulfilled? Do you reward them for initiative and superior performance?

People will work for money, but except in extreme circumstances, they resist working for money alone. They also want recognition, security and opportunity. There is, accordingly, a simple solution for the supervisor of those 100 demoralized employees: Tell them "thank you."

VACANCIES AT TILKO JAFFNA CITY HOTEL

First and foremost Star Class Hotel constructed under BOI, in the centre of Jaffna Town require the following staff

- ✓ Food & Beverage Manager.
- ✓ Management Accountant. (Should be experienced and able to provide monthly & weekly reports to the Management)

- Excellent carrier prospects.
- Salaries commensurate with age & experience.
- Please send your Bio data to the following E-mail address.

citystarkb@gmail.com

Tilko Jaffna City Hotel (Pvt) Ltd,
70/6, K.K.S.Road, Jaffna.
(Near the General Post Office)

Travel Trade Vacancies

Rewarding Careers with Superlink Travels

The largest outbound tour operator in Sri Lanka

- Outbound Tour Executive
- Trainee Outbound Tour Executive
- Trainee Receptionist (Female)

Please send your resume to :
Personnel Manager Superlink Travels (Pvt) Ltd.
"Lucky Plaza" 70, Kollupitiya Lane (St. Anthony's Mawatha) Colombo 03
Tel : 2573767, 2575900, 2575698 Fax: 2575832
Email: superlink@superlink.eureka.lk
Website : www.superlinktravels.com

Vacancies @ Evoke Productions

We are a fast growing creative agency with a reputed clientele and are looking for dynamic individual to fill the following position.

Business Development Executive

Ideal candidate should be dynamic, result oriented, team player with a pleasing personality. You should have a good command of English, along with a passion, drive and commitment to be successful in achieving set targets. Recognized qualification in Marketing and a minimum of Two years experience in the field of advertising is a must.

Copywriter

We are looking for an experienced Copywriter with superb accuracy, proof reading, error reading skills and to undertake creating advertising campaigns, writing brochures ect. If you are keen to join a team where you can let your creativity fly, please apply.

If you are interested, e-mail your resumes (with names of two non related referees and indicating clearly the position you are applying for in the subject line) on or before 1st of May to reach us at : evokeproduction@gmail.com

Snap-on

Snap-on Incorporated is a leading global innovator, manufacturer and marketer of tools, diagnostics and equipment solutions for professional users. Product lines include hand and power tools, tool storage, diagnostic software, information and management systems, shop equipment and other solutions for vehicle manufacturers, dealerships and repair centers, as well as customers in industries, government, agriculture and construction. Products are sold through its franchises, company-direct sales and distributor channels, as well as over the internet. Founded in 1920, Snap-on is a 2.8 Billion, S&P 50 company headquartered in Kenosha, Wisconsin.

For additional information please visit www.snapon.com

Regional Sales Manager - South Asia Region (Based in Colombo)

The candidate is responsible for sales & services for the following products as profit centre head for the Region.

- Premium hand tools
- Power tools - Bluepoint
- Equipment - Automotive under car equipment
- Saws - Hacksaws/ Powersaws

The selected candidate is required to travel frequently in SAR Countries (Pakistan, Bangladesh, Nepal, Bhutan, Maldives and Afghanistan).

Requirements:

- Bachelor's Degree in Medical Engineering. MBA majoring in Marketing will be an added advantage
- Leadership skills, people management skills, distribution channel management, communication, analytical and interpersonal skills
- Experience in holding a senior position over a minimum of 10 years

Responsibilities:

- Strategise, prioritise and monitor business growth for existing and new customers in aviation, automotive, natural resources, oil, gas and general industries
- Develop markets in every country through current resellers and manpower
- Expand the channel partner network and develop them to become active business partners
- Build the brand by participation in regular brand building activities
- Support and guide the sales team in key account management by personal visits and periodic reviews
- Participate in trade exhibitions and organise customer meetings in the region
- Accurate and timely reporting as per company laid down norms and formats

Compensation will not be a barrier for right candidates.

Interested candidates are invited to send their detailed résumé, stating the expected salary by 7th June, 2011 to:

Human Resources Department
E-mail: recruit_ap@snapon.com

All applications will be treated in strict confidence and only shortlisted candidates will be contacted.