

# JAMES HOBSON

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## PROFESSIONAL SUMMARY

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Well-established OSJ/Financial Supervisor who leverages exceptional communication skills to build quality relationships and is equipped with an in-depth working knowledge of the financial industry.

## SKILLS

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- Exemplifies integrity
- Special task forces
- De-escalation techniques
- Crisis intervention specialist
- Report writing
- Public speaking
- Customer service
- Client development
- Interpersonal skills
- Advanced computer proficiency
- Complex problem solving
- Strong conflict resolution skills

## WORK HISTORY

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01/2011 to Current

Owner/OSJ Branch Manager  
Hobson Investments Strategies – North Chesterfield, VA

- Owner/President of an independent financial services office.
- OSJ Branch manager for 80+ reps and four sub-OSJ offices around the country.
- Duties include overseeing the day-to-day compliance operations for the entire Branch to include: trade review, product suitability, email supervision, customer complaints and compliance education/firm element.
- Conduct Branch visits to ensure compliance standards are met.
- Manage a book of client business to include analyzing investment products and develop customized financial strategies for clients' financial needs.

07/2000 to 01/2011

Vice President Marketing/Registered Financial Rep  
Professionally Selected Programs – Midlothian, VA

- Managed project deadlines and monitored milestones through completion stage.
- Worked closely with clients to identify their needs and challenges.
- Facilitate branch meetings which covered multiple topics to include vendor presentations, product education, and compliance related issues and information.
- Cultivated relationships with key Broker/Dealer home office executives and staff to achieve expanded and seamless cross-functional organization and processes.
- Served on multiple advisory boards mostly geared towards compliance.

03/1996 to 07/2000 Police Officer

Jacksonville Sheriff's Office – Jacksonville, FL

- Actively patrolled assigned areas.
- Talked regularly with citizens to establish rapport.
- Conducted preliminary investigations at crime scenes
- Conducted interviews and interrogations.
- Responded immediately to all calls for services.
- Gathered necessary information for court appearances
- Testified as a witness under oath in court.
- Worked undercover sting operations.
- Assisted in special investigations and crime prevention programs such as the narcotic task force, the community policing program, and solving crime issues in specific areas of the City.

## EDUCATION

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1994

Bachelor of Science: Criminology

Florida State University - Tallahassee, FL-1994

## CERTIFICATIONS

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- Securities licenses 6,7,24,63,66
- Certified Wealth Strategist
- Hostage Negotiations
- Interview Techniques

## ACCOMPLISHMENTS

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- Multiple Branch Leader awards
- Police Commendation - Exceptional Performance of Duties - 2000