Wealth Manager Role Description

Job Title: Wealth Manager
Reports To: Director of Sales/Chief Operating Officer

Job Purpose:
The Wealth Manager (WM) position is a significant role within our company. You will be responsible for developing relationships with prospective clients, introducing new clients to the firm, business development, firm-wide growth, and sales. Likewise, you will be entrusted with overseeing existing client relationships, client retention, gathering additional investable assets, and cultivating new client referrals. Additionally, the WM will also be expected to be involved in the community and develop new client relationships through their own efforts. The WM reports directly to the Director of Sales, or in the alternative the Chief Operating Officer, and will serve as a key member of our team.

Company Culture:
AEGIS Financial is a company whose culture is defined by the character of its team members. As a result, each team member must possess an unyielding desire to exceed client expectations. We serve our clients the way we want to be served. Being entrusted with our clients' livelihood and their life's work means that every activity and interaction requires the highest degree of ethics and professionalism. Our continued success depends on a diverse array of professionals working together towards common goals and each of us promoting a shared culture of excellence and mutual accountability.

AEGIS Financial is also a unique work environment that values teamwork and strategic cooperation among its advisors and its team. Each team member brings a unique skill set and experience to the organization, and we value and respect everyone's unique talents. AEGIS Financial expects all team members to be respectful of each other and strive to make collaboration and cooperation among members of the firm a cornerstone of our culture and success.

Accountability is also a key element of success. AEGIS Financial is committed to a proactive culture so that each of us is accountable for the very best service for our clients within a reasonable timeframe.

Principal Accountabilities:

- Conduct initial prospective client meetings to introduce AEGIS Financial and acquiring new client relationships
- Professionally articulate the company's value proposition as a means to securing executed Wealth Management Agreements
- Making an initial determination of investment objectives, tolerance for risk, suitability, and gather financial information so recommendations of appropriate investment models and allocations can be made
- Participate in goal setting exercises with new clients and deliver the initial framework for a financial plan
- Responsible for engaging in business development to include, but without limit, prospecting, development of external and internal referral sources, use of personal and professional contacts and delivering results
- Build and maintain excellent working relationships with internal partners and teammates
- Adhere to internal and external policies and procedures regarding securities transactions and code of ethics

What we look for:

- 2+ years experience in a client-facing financial advisor position
- Bachelor's degree or comparable industry experience
- CFA or CFP professional or candidate
- Experience managing discretionary fiduciary relationships
- Passion for providing a fiduciary standard of care to clients
- Ability to communicate sophisticated investment strategies to all levels of clients and prospects
- Sales experience including profiling, overcoming objections, negotiation, team selling approach, closing the sale and asking for referrals
- Demonstrated understanding of comprehensive wealth management concepts including retirement, tax, estate, and distribution planning strategies
- Ability to work in a team-based environment
- Thorough understanding of the financial markets
- Document all opportunities, sales, and activities in CRM
- Stay current and understand the firm's policies and procedures in an ever-changing regulatory environment to articulate the purpose for certain requirements to clients.
- FINRA Series 65 or 66 qualified
- Excellent verbal and written communication skills (including e-mail); ability to adeptly exchange ideas and information.
- Ability to communicate with respect using appropriate eye contact, language, grammar, and voice in all situations.
- Excellent organizational skills – ability to prioritize workflow to achieve goals in a timely manner.

- Proven reliability in attendance and performance.
- Strong work ethic and develop and maintain positive working relationships with others.
- Critical thinking and proactive problem-solving skills are important.

What you will love:

- Fast paced team environment
- A firm you can grow with
- Flexibility in working hours to attend client events, networking or meeting outside normal business hours
- Professional to Business Casual Dress Code
- Team that is passionate about achieving results for our clients
- Occasional travel
- Continuing education
- Passionate about giving back to the communities that we live and work in

Benefits:

At our firm, we understand that our employees work hard, so we offer a benefit program to help you achieve a successful work-life balance. Our continued success depends on a diverse array of professionals working together toward common goals while striving for independence, innovation, intelligence, and integrity. It is a rewarding foundation where unique individuals are given the tools to excel through their own hard work and determination. We foster a friendly work environment where all associates are considered family.
Additional benefits for the WM include:

- Quarterly bonus plan
- Health & Group Term Life Insurance Plan
- Long Term Disability
- FPA Membership
- 401(k) retirement program with company contribution
- Paid Time Off
- Paid Holidays
- Continuing Education Reimbursement Plan
- A complete list of benefits can be found in the Employee Handbook.

Salary Range:

Based on education & experience.

Next Career Path:

Wealth Manager II/Wealth Manager III

If you are interested in learning more: Please send cover letter, salary requirements and resume to careers@aegis4me.com.