Relationship Manager

A unique opening is available for an accelerating career in financial services with an empowered boutique, small team office of six. We believe in working to live a balanced, rich life with true meaning and purpose, not just living to work. For over 20 years, McCarthy Wealth Management has been providing sound, caring financial advice to families and businesses in the Orange County Area. We offer career growth with a balanced reasonable work week with 3 weeks paid time off, 10 paid holidays, a competitive base salary, health insurance benefits, a generous 401(k) profit share, a bi-annual bonus based on growth and revenues, and community volunteer opportunities. This is an opportunity to let your leadership skills develop and shine to truly have a meaningful career, not just a job. Work location is 3300 Irvine Ave, Newport Beach, CA 92660. Learn more: www.mccarthyWM.com.

To apply: Email a cover letter and resume to McCarthyWM@fscadvisor.com

Overview

The Relationship Manager's (RM) main responsibility is to maintain and grow the client base recommending appropriate financial planning and investment strategies where it benefits the clients' interests. The RM will conduct client meetings and prepare the analysis and financial planning both prior and after the meeting.

Primary Responsibilities

- Build and maintain client base, keeping financial plans up to date and crafting sound financial planning and investment recommendations.
- Bring on new clients on an ongoing basis.
- Prepare all needed research for client reviews including financial analysis, financial plan preparation, investment research and analysis.
- Conduct regular client reviews and manage relationship to provide well thought out recommendations that are implemented and monitoring financial plans updates.
- Conduct seminars and workshops on financial planning topics such as retirement planning, estate planning, social security, etc.
- Guide clients in the gathering of information such as bank account records, income tax returns, life and disability insurance records, pension plan information, and wills/trust documents.
- Develop rapport with clients to determine their current income, expenses, insurance coverage, tax status, financial objectives, risk tolerance, and other information needed to develop a financial plan.
- Participate in Investment Policy Committee meetings and monitor financial and investment trends to identify updates to model portfolios.
- Recommend strategies clients can use to achieve their goals and objectives, including specific recommendations in areas such as cash management, insurance coverage, investment planning and estate planning.
- Actively network in the community and build relationships with key center of influence individuals like CPAs and estate attorneys.
- Coach and develop team members.

Deliverables/Metrics

- Attract new clients to the firm.
- Elicit referrals from existing clients through exceptional client service.
- Maintain existing client base.
- Build a network of key centers of influence who refer clients.

Qualifications

Required Criteria

- Bachelor's Degree
- Series 7, 66 or 65/63
- 3 years financial services industry experience
- Proficient computer skills
- Networking and consultative selling skills with ability to acquire new clients.
- People skills, teamwork, kind, and friendly
- Profound communications and relationship building skills. MUST enjoy meeting and speaking with people on the phone and in person.
- Excellent analyzing, money management and planning skills.
- Excellent knowledge of investment portfolios and financial planning solutions

Preferred Criteria

- CFP Designation
- CFA Designation
- Investment Portfolio Construction
- Morningstar Workstation
- Redtail
- EMoney

All applicants should be disciplined, organized, hard-working, reliable, and enthusiastic.

The ideal Relationship Manager will want to grow both personally and professionally in this position. We see this role as a career, not a job, and want you to see it that way, too.