Job description

Junior Financial Advisor

About Us

Per Stirling Capital Management is an S.E.C.-registered investment advisory firm specializing in holistic financial planning, investment *portfolio management*, and other comprehensive *wealth management* services that are as unique and varied as are its clients.

We are a rapidly expanding company that was just selected for the Investment News Best Places to Work award for 2019, winner for the third year by the Austin Business Journal as one of the best places in Austin to work and winner of the 2018 Ethics in Business and Community Award. We have a fun, collegial environment with significant opportunities for advancement.

Our hope for the person in this position

We are looking for caring and motivated candidates seeking an entrepreneurial role in the financial services industry. Specifically, our team is searching for individuals with the kind of strong interpersonal skills needed to build lasting client relationships as well as the critical thinking and strategic analysis skills necessary to help others plan financially. A background specifically in finance is not required, but a heart for serving others is essential. Successful candidates also must be hard working, coachable, and have a history of success as they approach new challenges. New advisors will be in a highly team-driven environment, so ability and desire to work well with others are a must as well.

Education and/or Experience

- Some industry experience via prior internships preferred
- College/University degree
- CFP designation or willingness to obtain the CFP designation preferred
- Willingness and ability to pass regulatory exams, Series 07 – FINRA, Series 66 – FINRA, and others upon commencement of employment

We Offer:

- Salary Base plus Payout
- Medical
- Dental
- Vision
- Life
- Short Term Disability
- 15 PTO Days
- 10 Paid Holidays
- 401(k) matching

- Professional Development

Knowledge/Skills

- Handling inbound calls and emails generated by a book of clients and collaborating on customer communications
- Responding to a range of customer needs, to include mutual fund inquiries, asset allocation discussions, brokerage needs, basic tax-free and deferred investments, trust and estate planning, as well as income and retirement planning
- Partnering with the Advisor and implementing a structured client contact strategy and encouraging annual reviews
- Seeing opportunities for asset consolidation and/or High Net Worth product development, and other more sophisticated product offerings
- Conducting basic guidance preparation discussions with clients that support the overall strategies developed for the client
- Helping with pre- and post-guidance appointments; making follow-up calls to understand the client meeting objectives and prepare for future appointments
- Strong analytical skills with the ability to synthesize information
- Exceptional writing, interpersonal and client service skills
- Strong presentation skills; comfortable speaking in front of clients and potential clients
- Proven self-starter with the ability to think and work autonomously
- Effective prioritization capabilities
- Team player willing to help and learn from others
- Excellent written and verbal skills with careful attention to detail
- Strong industry, product, and branch procedures knowledge
- Detail oriented with superior organizational skills and ability to prioritize tasks
- Strong computer skills and knowledge of Microsoft Office products
- Team player with the ability to collaborate with others
- Ability to work in a fast-paced, evolving environment
- Goal oriented, self-motivated and results driven
- Knowledge of financial services products, including but not limited to equities, bonds, options, mutual funds, annuities, insurance, and managed accounts