

KANAWHA

CAPITAL MANAGEMENT

JOB TITLE: PORTFOLIO MANAGER

Kanawha Capital Management is a well-established registered investment adviser located in Richmond, Virginia. Serving clients in over twenty-five states, principally in the mid-Atlantic and Southeast regions, we provide wealth and investment management services to high-net-worth private clients.

POSITION

The new Portfolio Manager will put their leadership and business skills to work at an established and growing company. The ideal candidate will be expected to:

- Develop and manage a book of business using a comprehensive wealth management approach for high-net-worth clients.
- Utilize a goals based planning process to help clients achieve their financial objectives.
- Manage client accounts consistent with the client's investment objectives and risk profiles.
- Construct and manage portfolios using the firm's investment approach of buying high quality common stocks, bonds, and exchange-traded funds.
- Represent the firm and its capabilities in a business development capacity with centers of influence locally and regionally.
- Build strong contacts in the community.
- Join or participate in local/regional entities and activities to assist in representing the organization's capabilities.

QUALIFICATIONS / CHARACTERISTICS

- Minimum of 10 years experience working in private wealth management.
- Proven track record of success with increasing levels of responsibility and a solid understanding of the financial planning and investment management process.
- History of sound financial industry knowledge and experience, which may include,
 - Financial Planning
 - Portfolio Management
 - Business Development
- CFP or CFA designation strongly preferred
- Capable of articulating the firm's investment approach and decisions, as well as financial market and economic views.
- Ability to efficiently and effectively engage the firm's resources to build the firm's asset base.
- Leadership skills and ability to recognize and support the firm's strategic direction.
- Strong business development skills which complement investment expertise. Experience in solution based selling.
- Ability to develop own network and prospective clients.
- Well-developed interpersonal skills: professional, mature, flexible, personable.

COMPENSATION

Base salary plus incentive compensation. Comprehensive benefits package including options for medical/dental/vision coverage, retirement plan, short/long term disability, group life insurance, and paid time off.

To Apply: Please email a cover letter and resume to info@kancap.com.