**SeNIOR FINANCIAL ADVISOR**

**Are you an accomplished Financial Advisor and natural born Leader?**

**Are you tired of spinning your wheels prospecting?**

**Do you love the industry and are simply ready to Teach and Not Sell?**

**Are you passionate about helping others succeed?**

**Well look no further, this is the opportunity for YOU!**

**Immediate, full-time opening. The Chamberlin Group (Des Peres, MO), an established and growing Tax and Financial Planning firm, is now accepting applications for a *professional*, *disciplined*, *enthusiastic*, individual to join our world class team.**

**The *Financial Advisor Team Coach* is a critical member of our staff, so it is incredibly important that the person we choose will be a “fit” with our commitments and shared values. If you or someone you know is *highly principled, loves learning and teaching others,* andwould like to work with a *team that works together*, *sharing a mission* of *educating and serving others***, please read on or share.

**ABOUT OUR COMPANY**

**The Chamberlin Group was founded in 2002, bringing 30+ years of tax and financial planning experience to our community. Among others, we serve people who are of retirement age and are transitioning from working to retirement. We set our clients at ease by helping them with their tax planning, investment advice and holistic financial planning needs. Our firm continues to grow, as we are highly sought after for our industry leading services and family-oriented approach.**

**ABOUT THE JOB - KEY RESPONSIBILITIES:**

* **Financial Advisor Team Accountability:** Lead the Advisor Team training and development programs • Ensure goals are accomplished through effective people management, performance review, constructive feedback, and recognition • Provide on-the-ground support to financial advisors as they nurture leads and close new business
* **Business Execution:** Train to strengthen client relationships and build a strong, growing referral base • Track and report sales and revenue performance and forecasts to the leadership team • Maintain awareness of products, services, and the competition • Implement goal-setting strategies and closely monitor follow-through
* **Presentations and Lead Management:** Manage Advisor workflow from initial contact through the sales process • Design and implement sales strategies and presentations to grow client base and strengthen brand awareness • Follow-up calls with prospects and direct leads to advisors for sales presentations • Facilitate educational classes and webinars to generate interest / leads
* **Process & Product Knowledge:** Spend significant time early on being mentored on our business processes and model • Train financial advisors on our processes and products • Ongoing continuing education on product, sales, process, and industry information • Continuously look for ways to add value and improve current processes

**ABOUT YOU - TRAITS AND SKILLS NECESSARY FOR SUCCESS:**

* You have excellent employee development and coaching skills
* You are known for getting things done and inspiring others to follow
* You are an excellent listener and have outstanding communication skills, both written and verbal
* You are diplomatic and tactful and treat others fairly
* You are good at managing your time, your calendar, and your priorities

**REQUIREMENTS:**

* Bachelor’s Degree or higher required. Preferably in Business, Marketing, Sales, or related
* 5+ years’ experience managing sales staff
* Licensed, or willing to become licensed in Series 65/66 and Life and Health Insurance License
* Previous financial planning or insurance knowledge/experience needed

**SCHEDULE:**

* 8:30-5:00, Monday-Friday, working from our office near Manchester and 270 and virtually
* Occasional evenings and Saturdays for client presentations (4-6x per month)

**COMPENSATION:**

* Based on the experience
* End of year profit-sharing bonus
* Retirement plan with automatic 3% company contribution

**TO APPLY:**

To arrange a **confidential** interview, send your **resume** along with a ***cover letter*** explaining what you like about this opportunity to**: reena@chamberlin-group.com**

Visit our web site: **www.chamberlin-group.com**