

## Financial Advisor Job Opportunity

### Introduction

Wasatch Wealth is a client-centered financial planning practice located in Bountiful, Utah. We thrive on taking the most complex financial situation and simplifying it through our streamlined process so our clients can make confident, informed decisions. *Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC.*

### Job Opportunity

We are currently seeking a full-time, professional, and ambitious Financial Advisor to acquire and deepen relationships with clients by providing comprehensive financial planning and advice to assist individuals and families in their financial goals. The Financial Advisor will work one-on-one with clients to develop individually tailored financial plans comprised of personalized investment products and services. The Financial Advisor will also provide ongoing assistance through services that help clients accumulate wealth and safeguard their assets.

### Responsibilities

- Identify and develop new business through existing and potential clients
- Analyze, draft, and implement comprehensive financial and investment plans to meet client objectives
- Prepare for, participate in, and follow up on client financial planning meetings
- Execute client-specific tasks (researching potential answers to client questions, etc.)
- Evaluate clients' financial needs, current holdings, and available investment capital to assist them in identifying their investment objectives
- Monitor client portfolios and make recommendations consistent with changes in economic and financial conditions as well as the client's needs and objectives
- Open, transfer, and close customer accounts and maintain appropriate account records
- Stay current and informed of new investment products and market trends
- Participate in training and development to continually improve the ability to provide the best advice and service for clients

### Knowledge/Requirements

- Two years of sales experience, *strongly preferred*
- Proficient in all stages of the sales cycle, *strongly preferred*
- Securities Industry Essentials (SIE) Exam completed, *preferred*
- Series 7 or the ability to obtain within three months
- Series 66 or equivalent or the ability to obtain within six months
- Life, Health, and Variable Annuity license or ability to obtain within nine months
- Knowledge of basic economic and accounting principles, practices, and the financial markets
- Clean CRD/U4 record
- Bachelor's degree, *preferred*

### Job Skills

- Prepare and deliver clear, effective, and professional presentations
- Effective listening and questioning techniques to identify clients' needs
- Verbal communication skills to communicate ideas and thoughts in a clear, professional manner
- Operate standard office equipment and use required software applications to produce correspondence and electronic communications
- Leadership and training skills to direct work of administrative employees as applicable
- Demonstrate excellent work ethic

### **Financial Advisor Benefits**

At Wasatch Wealth, we understand our employees work hard; we offer an outstanding benefits 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.

After completion of a three-month probationary period at base compensation, additional benefits for a Financial Advisor include:

- Competitive salary based on experience
- Career path opportunities of Support, Servicing, and Lead Advisor
- Semi-annual bonuses – non-guaranteed, achievable based on clear and defined metrics
- Incremental incentive bonuses of first-year revenue for new assets acquired once a Support Advisor
- 401(k) w/matching (eligible after one year)
- Health Insurance (eligible after probationary period)
- Paid-time off (PTO) and paid vacation (eligible after probationary period)

**Please email resumes to [jolyn.ellis@wasatchwealth.com](mailto:jolyn.ellis@wasatchwealth.com)**