

Associate Financial Planner

Description:

Spaugh Dameron Tenny, LLC is a boutique financial planning firm based in the SouthPark area of Charlotte, NC. With a focus in serving physicians and dentists, the firm oversees over \$300,000,000 in assets under management. The Associate Financial Planner is an integral part of the organization. With financial planning and client service responsibility for the firm's small to mid-size clients, this individual will cultivate and grow clients around the country to grow and cultivate relationships.

Responsibilities & Activities:

- ◆ Explain service model to prospective clients: young physicians and less complex clients
- ◆ Conduct needs analysis and develop strategies
- ◆ Educate client on recommendations
- ◆ Track and follow up on implementation steps for clients
- ◆ Follow up on firm-generated leads
- ◆ Extensive use of Skype and conference call technology
- ◆ Willing to follow established systems and processes but able to work independently
- ◆ Must be skilled at asking thoughtful questions
- ◆ Do what you say, finish what you start, say please and thank you, show up on time

Knowledge, Skills & Abilities:

- ◆ Requires:
 - Excellent interpersonal communication skills – both verbal and written
 - Excellent attitude and an extraordinary client service orientation
 - A genuine interest in serving and caring for other people
 - Very strong organizational and time management skills
 - An ability to handle multiple tasks and handle stress
 - CFP Designation
- ◆ Expected:
 - Previous sales experience
 - Previous experience with investment or insurance products or strategies
 - Advanced designation: CFA, CPA, JD, CLU or other comparable designation
 - FINRA Series 7, 63, (and 65 if part of a Registered Investment Advisor)

Compensation:

Salary negotiable depending on experience plus bonus potential
Full benefits available

Please contact Caitlin Flanagan (caitlinflanagan@financialguide.com / 704-557-9647) for more information!