



Associate Financial Advisor

Description

BCU Wealth Advisors, LLC is a Registered Investment Advisor (RIA) and a wholly owned subsidiary of Baxter Credit Union. BCU had the foresight to launch and RIA six years ago and has steadily grown this practice as the demand for a planning centric, fee based model has grown. We are uniquely positioned in the banking and credit union market to pursue growth with a well-established role of acting as a fiduciary for our clients. Combined with our legacy brokerage business, BCU Wealth Advisors has over \$500 million in Assets Under Management.

As we grow, we are seeking to bring on an Associate Financial Advisor to support our Minnesota team working with our Target, UnitedHealth Group and Boston Scientific corporate partners, in addition being mentored by our Senior Financial Advisor. Our team of Financial Advisors collectively have over 100 years of experience in the industry. An established book of business will be in place year one for this person that we are seeking.

This role is best suited for an individual who is motivated, eager to continually improve and has an ownership mentality; someone who is highly organized and a problem solver. We are looking for someone who is a strong team player, projects the highest degree of integrity, and has outstanding coaching and listening skills. With an established “book of business” provided to the Associate Financial Advisor, opportunity for commissions is more likely soon after joining.

Overview

This position is responsible for managing a higher volume of client relationships and accounts given to them by another Advisor, in addition to collaborating directly within the Minnesota team for supporting new small to medium accounts.

- Conduct annual (or as our service level agreement warrants) client portfolio reviews
- Prepare and review account applications, place trades and administratively support all client account activity

Qualifications

- 2+ years of required licensed investment experience in the financial services industry
- Bachelor's degree
- FINRA Series 7 and 66 licenses
- Life/Health Insurance preferred
- Desire to work towards CFP
- Proficiency with securities and investment advisory operations, systems and compliance
- Experience working with Charles Schwab, TD Ameritrade or Fidelity Institutional services
- Fully capable in MS Office (Excel, Word, PowerPoint, Outlook)
- Experience using Salesforce CRM software or similar technology

- Solid understanding of qualified retirement plan regulations
- Task orientation and ability to multi-task in order to meet deadlines
- Strong communication skills, plus ability to interact with others in a positive manner, both in person or by phone
- Exhibit an advanced level of performance, and require minimal supervision
- Ability to accurately and efficiently enter and update customer records
- Works remotely with clients utilizing all of firm's remote delivery tools
- Identifies and develops relationships with product company wholesalers
- Conducts regular web-based client workshops/seminars on various topics (i.e. Social Security, Education Planning, Retirement Planning, etc.)

Application Process

To apply, please email a copy of your resume to Dimple.Shah@BCU.org and I will schedule some time for us to talk further.