Senior Financial Planner

Description

The senior financial planner has direct responsibility for fully supporting and owning several client relationships and assisting families and individuals in managing their money and investments to position them for long-term success. In this role, the senior financial planner engages with clients throughout the year for planning meetings and general support as needed, to help them achieve their goals. We take a comprehensive approach to client management, advising on investments, insurance, real estate, employment benefits, estate planning, tax implications, and more.

Responsibilities:

- Assume the role of relationship manager for a specific set of clients through proactive conversations focusing on financial planning.
- Consult and educate clients on a variety of solutions and opportunities based on their individual financial objectives.
- Balance client meetings and support, with administrative tasks such as wiring money, preparing and filing paperwork with financial custodians, etc.
- Maintain continuing finance licensing and registration requirements.
- Comply with all regulatory requirements.

Success at Baron:

- Ability to work independently in a fast-paced environment.
- Possess a passion to help team members and clients.
- Strong process and planning orientation.
- Ability to design efficient systems, continuously seeks productivity.
- Ability to enthusiastically support and promote firm goals.
- Must maintain client confidentiality; demonstrate integrity and code of ethics.
- Accountable, adaptable, and flexible.
- Results driven, with the ability to take initiative.
- Detail-oriented, accurate, organized, self-motivated, able to set priorities & multi-task.
- Strong verbal and written communication skills.
- High level of team orientation; strong interpersonal communication skills.

Education and/or Experience

- Minimum of a bachelor’s degree (B.A.) in finance, accounting, business, or related field from a four-year college or university, MBA, CFA, or CFP, a plus
- Series 65 license
- CFP designation preferred.

Requirements:

- 5+ years of industry experience.
- Series 65 license required.
- Must have a high level of comfort engaging with high net worth individuals and/or families.
- Strong analytic skills with the ability to relate specific client asset situations to individual product opportunities.
- Ability to profile and formulate strategies for existing clients.
- Ability to attract and retain new clients.
- Good verbal and written communications skills and interpersonal skills.
- Ability to work in a team environment.
- Strong functional knowledge of Microsoft Office Suite (Word, Excel and Outlook) and financial planning platforms (e.g. Fidelity, Charles Schwab, eMoney, Salesforce XLR8, etc.)
- Knowledge of BNA Tax Planning software is a plus
- Knowledge of Securities Act of ’33, Investment Advisers Act of ’40, Investment Company Act of ’40 and broad knowledge of various federal and state regulations.

Compensation

- Salary based on experience plus bonus opportunity
- Healthcare stipend
- 401k with employer match
- Paid time off

Baron Wealth Management is an established company and growing. We are looking for hardworking individuals who can work collaboratively, with a strong client focus on achieving results. If you have an ownership mentality and are service oriented with a passion for exceeding client expectations, we want you to join our team.