

Senior Wealth Advisor Job Description

Halbert Hargrove (HH) provides a goals-directed planning process for wealthy families and individuals. Our wealth advisory and fiduciary investment services aims to help our clients preserve and grow their wealth through access to institutional investment vehicles, extensive market experience, and strategies that we have continually refined since our founding in 1933.

Halbert Hargrove has been recognized by *InvestmentNews* as one of the Best Places to Work for the last four years. We attribute receiving this ongoing acknowledgement to our innovative business structure, focus on associate advancement, and company culture.

Position Overview

A Senior Wealth Advisor establishes and fosters relationships with clients, with an objective to assist them in all facets of their financial lives. Working with a team consisting of a Wealth Advisor and Client Service Manager, the Senior Wealth Advisor builds and implements a Roadmap- a disciplined, ongoing process that ensures that all the complexities inherent to their client's wealth are addressed. A Senior Wealth Advisor serves as a repository of knowledge for client's aspirations and day-to-day financial demands, with the ability to direct HH's resources, including the efforts of other team members, to help them to continue to secure their goals.

- Business Development
 - Target Market: primarily high net worth individuals. Fee only.
 - Meets ongoing sales goals set annually by the firm/management
 - Builds and maintains a networking group/niche
 - Develops and keeps an ongoing relationship with new and relevant COIs
 - Maintains a social presence in the community by volunteering and/or joining a charitable organization
 - Articulates Halbert Hargrove's value proposition for Investment Management and Wealth Advisory Services
- Client Service
 - Provides "Wow Service" to result in direct referrals
 - Exudes confidence to Clients/Prospects/Centers of Influence (COIs)
 - Prepares for and conducts client meetings with clear, precise deliverables – via web meetings or in-person
 - Working knowledge of MoneyGuidePro, Tamarac Advisor View and Microsoft Dynamics CRM
 - Present 401(k) plan participant group education sessions
- Team
 - Candidate must be a team player—who is a cooperative member of the team and a team builder.

- Keeps team on track with firm's strategic initiatives
- Creates clear guidelines to team of all timelines and workload
- Follows all firm processes and procedures while servicing current clients and prospecting future clients.

HH Value Add

- Fee only advisor with limited conflicts of interests for clients
- HH has no broker/dealer or proprietary funds
- Centralized structure with Operations and Administration ran from Headquarters in Long Beach, CA
 - Trading, rebalancing, money movement
 - Investment Committee that provides oversight and due diligence over portfolios
 - Wealth Advisory Committee that delivers guidance on financial planning and additional services to further engage and help clients meet their goals
- FA 100: CNBC Top Rated Financial advisory firms of 2019 & 2020
- Best Places to Work for Financial Advisors – last 4 years: 2021, 2020, 2019 & 2018

Qualifications

- Currently manages a book of more than \$25 Million in AUM
- Bachelor's degree
- MBA preferred
- CFP® a plus

Benefits

- Competitive compensation structure
- Unlimited vacation
- Professional development budget for CEs, conferences, and training
- Paid professional dues
- Company paid parking