

## Regional Vice President of Wealth Sales

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Company: Staffing In Motion

Location: India

Category: other-general

### Job Description

**Firm:** Large global portfolio management firm with over 200 billion in assets under management. Each client would have a separately managed portfolio based on their risk tolerance, asset allocation and securities preferences. Fee based platform that offers global portfolio management solutions.

**Role:** In this home based outside sales role, you will be focused on closing leads of high net worth clients that have already expressed interest in investing with this firm and who have over 500k or more to invest. There is absolutely no cold calling/prospecting in this role and the firm prefers that you just focus on closing the client leads that the firm provides.

A dedicated portfolio management and service team are primarily responsible for the transition and retention of client relationships.

The firm actively markets their services via direct mail, internet, television advertising and other mediums. The firm receives pre-qualified responses from interested investors who are willing to have a discussion about moving over their investment portfolio.

**Home Office:** The firm covers all home office expenses: computer, phone, scanner, printer, etc. The firm also covers all travel expenses and gives you an expense account.

Compensation: \$100,000 base salary to start + uncapped commission, with average total compensation \$300,000-\$500,000 and top producers are earning over \$1 million.

Benefits: 100% coverage on all health/medical, dental & vision care for you and any dependents and 401k matching

Requirements: 7+ years' experience working as an Investment Advisor/Financial Advisor or External Wholesaler or a similar role & a very strong track record of success in sales and bringing in new investment assets to the firm

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