Quincy Cass
INVESTMENT MANAGEMENT
ESTABLISHED 1922

11111 SANTA MONICA BOULEVARD, #1650
LOS ANGELES, CA 90025
(310) 473-4411

Senior Wealth Advisor

POSITION SUMMARY:

Quincy Cass Investment Management is looking for a well-established Wealth Advisor to join our 102-year-old firm who is looking to maintain their existing relationships absent from production, product, banking quotas or working in the large firm environment.

RESPONSIBILITIES:

- Maintain existing Client Relationships
- Clearly understand, define client goals and risk tolerance, including recommending optimal asset allocations; align assets and liabilities to maximize tax efficiency; execute and proactively manage client portfolio and objectives on an on-going basis.
- Place clients into appropriate investment products, financial and wealth management services.
- Monitor portfolios and oversee risk management and compliance activities to ensure adherence to the company's policies and procedures.
- Serve as a mentor for less experienced individuals

QUALIFICATIONS:

- 10+ years of Wealth Client Investment Management experience
- A BA/BS degree or higher in finance
- FINRA Series 7 and/or 65, 66 (Series 24 a plus)
- Certified Financial Planner (CFP), not required but a plus

DESIRED SKILLS:

- Excellent verbal, written, and interpersonal communication skills
- Strong presentation skills
- Knowledge and understanding of retirement and trust accounts
- Experience working with affluent or high net worth clients

PERSONAL CHARACTERISTICS

- Strong people skills and client focus, working well as a team player
- Client service focus (Client first mentality)
- High integrity with a diligent work ethic, capable of provoking thoughtful discussions
- Highly organized with efficient management skills
- Meticulous attention to detail
- Inspired to perform well by the ability to contribute to the success of the organization

COMPENSATION

Revenue share payout, fee or transaction payout arrangement with benefit plan including medical and vision, and 401(k) with company contribution.