



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

## Senior Wealth Advisor

### **POSITION SUMMARY:**

Quincy Cass Associates is seeking established Wealth Advisor looking to maintain their current relationships absent from production, product, banking quotas or working in the large firm environment. No insurance products.

### **RESPONSIBILITIES INCLUDE:**

- Maintain existing Client Relationships
- Clearly understanding and defining client goals and risk tolerance, including recommending optimal asset allocations; aligning assets and liabilities to maximize tax efficiency; executing and proactively managing on an on-going basis.
- Placing clients into appropriate investment products, financial and wealth management services.
- Monitor portfolios and oversee risk management and compliance activities to ensure adherence to company's policies and procedures.
- Serve as a mentor for less experienced individuals

### **REQUIRED QUALIFICATION:**

- 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)

### **DESIRED QUALIFICATIONS:**

- 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
- Client service focus
- Effective verbal and written communication skills
- High integrity with a diligent work ethic
- Team/people oriented
- Highly organized with efficient management skills
- Meticulous attention to detail

## **COMPENSATION**

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

## **Desired Skills**

### **Certifications (not required, but a plus)**

- Certified Financial Planner, CFP

### **Behaviors**

- Team Player: Works well as a member of a group
- Detail Oriented: Capable of carrying out a given task with all details necessary to get the task done well
- Thought Provoking: Capable of making others think deeply on a subject

### **Motivations**

- Ability to Make an Impact: Inspired to perform well by the ability to contribute to the success of a project or the organization

### **About Quincy Cass Associates**

Quincy Cass Associates, Inc. a one-hundred-year-old investment/advisory firm founded in 1922 and based in West Los Angeles with a unique quality-of-life culture and a family office feel with a simple motto, "CLIENT FIRST". We offer supportive, accessible and empathetic management team dedicated to supporting your clients.

We are a unique hybrid in that we offer traditional brokerage services thru Quincy Cass Associates or investment management services thru QCA Capital Management. This allows our advisers flexibility to determine what is best to service their clients. Brokerage services are cleared and custodied thru National Financial Services while investment management services are offered thru Schwab and Fidelity Custody services.

**For further information please contact Mark Minichiello (markm@quincycass.com) at 310-473-4411**