Quincy Cass Associates
INCORPORATED
INVESTMENT SECURITIES SINCE 1922
11111 SANTA MONICA BOULEVARD, #1650
LOS ANGELES, CA 90025
(310) 473-4411

Wealth Advisor / Management Apprenticeship

Position Summary:

Quincy Cass Associates is seeking an energetic associate as a Wealth Advisor who wishes to continue to develop his/her client relationships while also developing their management skills. This opportunity can take this individual to the next step in their career by developing their leadership role within the organization. No insurance products.

This associate is expected to be more than just an adviser and ultimately have the opportunity to become the next generation of leadership at our one-hundred-year-old firm by working directly with the CEO of Quincy Cass Associates.

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:

- 3+ 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 with potential of a base salary 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.