



GENOVESE BURFORD & BROTHERS

BUILDING TRUST. BUILDING WEALTH.

Position: Financial Advisor

Dept.: Wealth Management

Location: Granite Bay/Roseville or Folsom/El Dorado Hills, CA office to be established

Status: Exempt, Full-time

Founded in 1987, Genovese Burford & Brothers (GBB) is a leading independent wealth management firm based in Sacramento, CA. We offer financial planning and investment management services to individuals, families, and institutions, and retirement plan services to businesses.

GBB is growing, and we are establishing a new office in either Granite Bay/Roseville or Folsom/El Dorado Hills in 2017. We are looking for an established Financial Advisor who can form the cornerstone of this office and help us expand our presence there. Financial Advisors at GBB take the lead role in establishing and maintaining trusted relationships with clients of means. The Financial Advisor must fit within our culture of integrity, teamwork, and putting clients' interest first.

A Financial Advisor at GBB:

- Manages clients at most levels of sophistication and size;
- Builds portfolio of client relationships and aggressively pursues new business opportunities, maintaining a continuous pipeline;
- Demonstrates seasoned to expert competence with GBB capabilities, processes, and business model;
- Establishes and maintains trusting relationships internally and externally;
- Engenders the confidence and respect of others;
- Represents the firm capably in the community;
- Motivates and empowers staff to meet Firm and individual goals;
- Serves as a role model for GBB culture and values;

Primary responsibilities may include the following, among others:

- Engage in new business development activities and establish new client relationships
- Manage existing client accounts to the standard of a fiduciary and provide professional financial advice
- Engage clients in the core areas of financial planning – retirement, estate planning, insurance, tax, college planning, and investments – as appropriate, and construct thoughtful financial plans
- Design and implement asset allocation strategies in investment portfolios in keeping with client goals, risk tolerance, time horizon, and liquidity requirements
- Monitor client accounts, and meet with clients periodically to ensure consistency with financial goals and mutual understanding
- Exercise discretion and professional judgment in resolving ongoing client requests



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- Maintain complete records of client communications to firm and industry standards in the firm's CRM and archival software
- Supervise client service and trading staff to ensure compliant account setup and maintenance, trading, disclosure and reporting, and record-keeping activities are executed
- Support new business development activities of Financial Advisor teammates, using particular expertise and existing relationships, as appropriate and requested

The Financial Advisor will spend one to two days per week at GBB's main office in Sacramento during the first six to nine months of employment. Afterward, the Financial Advisor will spend one to two mornings per week at the main office.

Minimum requirements for consideration for the Financial Advisor role are:

- Bachelor's degree from an accredited college or university
- Resume and cover letter
- Clean criminal and regulatory record

Candidate must hold the Series 7, 66, and CA Insurance licenses or be willing to obtain the Series 7 and 66 licenses within six months of employment, and the CA Insurance license within one year of employment.

Strong candidates will offer the following:

- At least 7 years of experience as a financial advisor
- Certified Financial Planner™ (CFP®) designation, or progress toward the designation
- An established book of clients generating recurring revenues of at least \$250,000 per year
- A track record of successful new business development
- Business or economics background with a high degree of financial fluency
- Excellent problem-solving skills and the ability to work independently
- Ability to prioritize tasks and to manage multiple peer relationships well
- Strong communication skills
- Service orientation
- Team player, collaborative, able to work with others
- IT skills – Excel, Money Guide Pro, and Tamarac knowledge a plus

GBB offers competitive compensation and benefits, commensurate with experience. Genovese Burford & Brothers is an equal opportunity employer. For more information, visit us at <http://gbbwealth.com/careers>.