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Position Title: Financial Advisor – Business Development
Location: New York, NY (Manhattan 7th Ave & W 34th St.)
Position: Hybrid – In office 3 days/week
Occasional weekend work for conferences and new client engagement

Job Summary

The Financial Advisor will play a critical role in identifying and acquiring new clients for Wall Street Alliance Group. This position involves attending conferences and networking events to drive new business, as well as delivering comprehensive financial planning services to clients. Responsibilities include reviewing financial plans, presenting strategies, and collaborating with clients and team members to ensure optimal financial outcomes. Travel is required 20-40% of the time.

About Us:

Wall Street Alliance Group is a nationally recognized wealth management firm headquartered in Manhattan, New York. The firm operates in a Fiduciary capacity serving high net worth clients. Wall Street Alliance Group has a team of advisors with expertise in areas such as Tax Planning, Estate Planning, Asset Protection, Portfolio Management, 401(k) plans, Defined Benefit plans, Special Needs planning, Physician Financial planning, and Trust services. Please visit www.wallstreetag.com.

Responsibilities:

- Conduct business development and sales activities; including following up on leads and prospects from conferences or events
- Plan and participate in prospect calls to effectively communicate the value of our planning services and secure new client engagements.
- Attend, participate, and/or conduct seminars and workshops on financial planning topics such as retirement planning, estate planning, social security, etc.
- Draft and send post-meeting follow-up emails to clients and prospects, summarizing discussions, outlining next steps, and maintaining clear communication.
- Guide clients in the gathering of information such as bank account records, income tax returns life and disability insurance records, pension plan information, and wills.
- Monitor financial market trends to ensure that plans are effective, and to identify any necessary updates.
- Prepare and interpret client information such as investment performance reports, financial document summaries, and income projections.
- Recommend strategies clients can use to achieve their financial goals and objectives, including specific recommendations in such areas as cash management, insurance coverage, and investment planning.
- Research and investigate available investment opportunities to determine whether they fit into financial plans.
- Ensure all financial planning activities comply with industry regulations and company policies. Maintain accurate and detailed records of client interactions and financial plans.
- Performs other duties and responsibilities as assigned.

Qualifications:

- Minimum 5 years of experience in financial planning; experience should include estate planning, tax planning, and 401k and Defined Benefit plans.
- FINRA Series 7 and a 66 or equivalents
- Certified Financial Planner (CFP) designation or Chartered Financial Analyst (CFA) preferred
- Insurance license to service and sell life insurance, fixed annuity and variable annuity products
- Proficiency in financial planning a strong understanding of advanced financial planning concepts and strategies.
- Excellent verbal and written communication skills, with the ability to present complex financial information clearly and effectively.
- Strong analytical and problem-solving skills, with attention to detail and the ability to make data-driven decisions.
- Demonstrated ability to build and maintain strong relationships with clients and team members.
- Languages: Urdu, Punjabi, Gujrati and/or Hindi preferred

Additional Details:

- Annual salary of $100,000-$250,000 commensurate with experience
- Hybrid role, Minimum 3 days in the Manhattan office (7th Ave and W 34th St.)
- Benefit Eligible: Group health, vision dental plans, 401k retirement with employer contribution, Paid vacation, sick, and holiday hours
- Opportunities for professional growth and development; including continuing education.
- A supportive and inclusive work environment where your contributions are valued.