



Position Title: Director Advisor Growth
Location: Los Angeles, CA (West LA)
Position: In Office

www.artisancap.com

Job Overview

This role is responsible for leading the end-to-end recruitment of experienced financial advisors, from initial outreach through signed agreement. The individual will build and manage a high-quality pipeline, develop trusted relationships, and guide Financial Advisors through a complex, consultative decision process. Success in this role requires the ability to evaluate business fit, deliver a compelling value proposition, and structure competitive offers that align advisor goals with firm economics. This is a highly visible, growth-oriented role with opportunities to shape recruiting strategy and expand ArtisanCap's advisor network. The role requires attending client meetings, conferences and networking events, with travel required 10-40% of the time.

Who We Are

ArtisanCap is an independent wealth management platform built to help financial advisors grow with flexibility, support, and a truly personalized approach. We combine the resources of a national firm with the culture and responsiveness of a boutique, delivering a "big enough to know, small enough to care" experience. Our advisor-first model empowers professionals to build thriving businesses while delivering exceptional outcomes for clients. As we continue to grow, we're looking for driven recruiting talent to help expand our advisor community.

Key Responsibilities

- Build, develop, and sustain a high-quality pipeline of Financial Advisors through proactive sourcing, referrals, and strategic networking channels
- Drive consistent outbound prospecting efforts and establish strong market presence within assigned territories or segments
- Lead initial outreach and cultivate relationships with prospective advisors, positioning the firm as a compelling long-term partner
- Conduct in-depth discovery to understand advisor motivations, business structure, growth goals, and transition readiness
- Deliver tailored, consultative presentations that clearly articulate the ArtisanCap's value proposition and differentiate its offering
- Lead due diligence efforts, including analysis of financials, client segmentation, and operational structure to inform deal viability
- Structure and develop competitive, customized offers aligned with advisor objectives and firm economics
- Manage negotiations, address objections, and drive opportunities through to successful close
- Partner with transition and onboarding teams to ensure a seamless advisor experience and achievement of deal commitments
- Continuously assess market trends, competitor positioning, and recruiting outcomes to refine strategy and improve performance
- Other duties as assigned

Qualifications

- Minimum of 5 years of proven successful recruiting and/or business development experience specific to Financial Advisors
- FINRA Series 66 or equivalents
- Strong attention to detail, communication, problem-solving, and analytical skills
- Ability to multi-task under pressure, work independently, and work in a team environment
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook) and other office tools.
- Provide a high level of customer service.
- Analyzing to be able to research account information.
- Organize, manage, and track multiple detailed tasks and assignments with frequently changing priorities and deadlines in a fast-paced work environment.
- Handle stressful situations and provide a high level of customer service in a calm and professional manner.
- Use appropriate interpersonal styles and communicate effectively, both orally and in writing, with all organizational levels.

Additional Details:

- Onsite role: Los Angeles, CA (West LA)
- Benefit Eligible: Group health, vision dental plans, 401k retirement with employer contribution, Paid vacation and holiday hours