



# CREATIVE PLANNING

Title: Wealth Manager

Location: Norfolk, Virginia/ VA Beach

Job Description: **JOB SUMMARY**

Creative Planning is a top tier wealth management firm that provides investment management services and full comprehensive financial planning inhouse. Creative addresses all aspects of financial planning from estate planning, tax strategy and risk management to retirement, education and charitable planning – using all in-house specialists.

The Wealth Manager works directly with clients to develop and implement strategies to address their financial, investment, insurance, tax and estate planning needs. They are responsible for business development and client retention. The Wealth Manager is the point person for all client relationships and must have the ability to present the services offered by Creative Planning in a clear and concise manner.

***We do not accept resume submissions from third-party recruiters or staffing agencies. Please contact our recruiting team directly.***

#### **JOB DUTIES:**

- Serves as the primary point of contact for wealth management clients
- Assist in the creation, delivery, execution and management of complex financial plans
- Increases market share in their local market
- Maintains a positive attitude and willingness to adapt in a rapidly changing environment
- All other duties as assigned

#### **REQUIRED EXPERIENCE/QUALIFICATIONS:**

- CFP® Certificate
- Series 65 (or equivalent)
- 7 years financial services experience including direct sales with investment clients
- Solid knowledge and ability to present complex financial topics to clients
- Ability to handle highly detailed work with a great degree of accuracy
- Bachelor's degree, preferably in a related field such as finance, business or marketing

#### **PREFERRED EXPERIENCE / QUALIFICATIONS:**

- 10 or more years financial services experience to including direct sales with investment clients
- Graduate degree consisting of JD, MBA or CPA

#### **TECHNICAL SKILLS**

- Understanding and previous use of Windows 7 or 8
- Proficiency in MS Word, Excel and PowerPoint
- Understanding of mobile operating systems such as Android or IOS
- Ability to adapt and integrate new technology quickly