Associate Financial Advisor
San Angelo, TX

Financial Advisor Training Program

Are you seeking a new career with the entrepreneurial freedom to build your own book of business and create unlimited compensation opportunities based on your results? As an Ameriprise Financial advisor, you'll help shape your clients' financial futures. It's a tremendous responsibility but you won't do it alone. You'll have access to extensive in-person training taught by your local leaders. Our local experienced leaders will coach and develop you over two years to build a book of business and embark on a long-term career as an Ameriprise Financial advisor. We will help you obtain your required licenses and provide a base salary.

Responsibilities

- Obtain your required licenses/credentials within 150 days of hire: FINRA series 7, state securities series 63 or 66, state life and health insurance, long term care, and annuity license
- Attend and engage in required coaching and training
- Build a lead pipeline, complete with personal and professional contacts, new leads, maintaining your lead volume and ultimately acquire new clients
- Generate new leads by attending local trade shows and events, hosting seminars, utilizing online marketing venues, asking for referrals, and using purchased leads
- Schedule and conduct financial planning and advice meetings with prospects. Acquire clients by adopting and executing proven sales scripts and achieving weekly goals
- Develop a solid service model to provide ongoing relationships with your clients, recommending solutions and helping them to stay on track to achieving their financial goals
- Building a book of business as a financial advisor and exploring opportunities with seasoned financial advisors as you achieve your goals and advance
- Follow high standards of business and professional ethics and legal and regulatory requirements when serving clients and prospects and performing all work-related activities
- Be a participating team member in analyzing each client's needs and preparing solutions with our team

Qualifications

- Four-year college degree from an accredited institution with focused studies within: sales, business development, entrepreneurship, real estate, marketing, finance, banking, financial advice, insurance, education, or equivalent
- Demonstrate entrepreneurial spirit, desire to manage your own business and be accountable for your results
- High level of confidence, perseverance and a strong desire to succeed in a goal oriented environment
- Outstanding verbal, written and listening communication skills
- Willingness and desire to be part of a peer relationship and learning environment
- Commitment to cultivating our client base and building win-win relationships

If interested please contact Jamie Ledbetter at 325.942.1917 or james.w.ledbetter@ampf.com