PEIRCE CAPITAL
MANAGEMENT, LLC

Associate Wealth Advisor

The Associate Wealth Advisor position is a unique opportunity to collaborate with a growing firm that has unique professional expertise for accomplishing client goals. The individual will join the team to manage client relationships and actively participate in the advanced financial planning process to address retirement, risk management, estate, and tax considerations.

In addition, this individual will coordinate with the portfolio management team to manage cash, place trades, rebalance portfolios and implement investment strategy on behalf of the advisory team's clients. This individual will experience direct mentorship from firm leadership, and receive support, encouragement, and guidance in personal professional development pursuits.

Essential Duties and Responsibilities:

- Develops a mastery of financial planning best practices and evidence-based investing, as implemented by Peirce Capital Management, LLC
- Serves day-to-day client needs and collaborates with team members to ensure the highest level of service
- Facilitates the consulting process through the preparation and follow-up of each step of the client experience with active participation in client meetings
- Diligently records client communications
- Creates a personalized Investment Policy Statement and holistic strategy for each client
- Organizes input and analyzes output for wealth analyses (Monte Carlo)
- Monitors client asset allocation, rebalancing of portfolios, trade recommendations and submissions
- Recommends and executes tax loss harvesting

Additional Responsibilities:

- Manages client onboarding process
- Develops areas of expertise on firm processes and/or advanced planning topics to add value to the firm
- Engages in business planning efforts and actively supports firm's strategic priorities
- Analyzes processes and procedures to identify improvements or efficiencies that can be created

Desired Skills and/or Work Experience:

- College degree in financial planning, accounting, finance, or other comparable area of study.
- 2+ years of successful client facing fee-only experience, or as an accountant, estate planning attorney or in another comparable profession. (Preferred, but not required.)
- Series 65 within 90 days of employment
- CFP® Candidate Preferred

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Other Qualifications:

- Team player and collaborative; uses the resources of the firm
- Strong attention to detail and accuracy
- Well-developed interpersonal and communication skills – able to build trusted relationships
- High personal standards and sound judgement
- Ability to think critically and to process complex financial scenarios
- Strong time management skills – ability to multi-task and manage deadlines
- Open and receptive to feedback and coaching

Peirce Capital Management, LLC is a growing firm of advisors devoted to helping clients achieve their most important goals. A fee-only independent Registered Investment Advisor (RIA), Peirce Capital Management, LLC was established in 2007 by Wes Peirce. The motivation to create PCM was to bring the power of academically-based investing to investors who will not see those benefits through the traditional brokerage investing model. The gap in value between the two approaches was material enough to drive Wes to this service focused model.

With an aggressive focus on client service and expertise in financial planning, our firm now services more than 115 individuals and families while managing or advising on more than $370 million in assets (as of 6/30/2021). We strive to complete meaningful, intentional, and careful work in a relaxed and flexible work environment. If this resonates with you, we invite you to learn more.

Compensation and benefits include competitive salary, incentive compensation eligibility, retirement plan participation per IRS guidelines (SEP), empowered personal time off, paid holidays, access to company health insurance program, approved CE reimbursement, CFP® exam reimbursement upon passing, and more.

To apply to this position please contact Mark Heider (mark@peircecap.com).