**Retirement Plan Advisor - Help Employees Plan & Save for Retirement!**

Location

US-TX-Houston

Job ID

15010

Career Level

GP

**Position Highlights**

**Be Bold Be Brilliant**

Would you like to be a part of one of America's leading financial services firms? **Great-West Financial is the nation’s second largest insurer in sales of individual life insurance through banks. We also offer annuity and executive benefits products. Under Empower Retirement, we provide employer sponsored retirement plans as the nation’s second largest retirement plan provider.**

**Our over 5,000 associates across 40 locations across the country provide world class service to:**

**30,000+ employer sponsored retirement plans**

**8 million+ employees participating in their employer-sponsored retirement plan**

**467,700+ individual life insurance and annuity accounts**

**$460 billion+ total assets under administration**

 Are you interested in helping individuals plan for their future and save for retirement? Do you feel that people would save more for retirement if they only understood how their retirement plan and investments worked? Do you want to work for a financial services company you can be proud of?  
  
The Retirement Plan Advisor is an exciting career opportunity with a leading company in the retirement and defined contribution industry. As a Retirement Plan Advisor your focus is simple: help government employees prepare for a successful retirement by helping them to replace the income they earned while working. You will do this by developing a territory, forming relationships with key stakeholders and providing retirement counseling services using industry-leading technology. If you are intrinsically motivated to help people, expect excellence from yourself and also strive to help your team to achieve top performance, this could be a career defining opportunity for you.

**This position will support a major local Government employer in Houston, covering the greater Houston area**

**Primary Responsibilities**

* Execute on a territory growth strategy that identifies new business opportunities for maximizing defined contribution plan (457(b), 403(b), 401(k)) participation, assets and savings rates as well as improving the participant’s overall diversification and wealth accumulation and distribution strategy.
* Driven to not only meet, but exceed all organizational goals and objectives.
* When appropriate and in the plan participant’s best interest, maximize the use of Empower products and services. Including but not limited to Managed Accounts through Empower Advisory Services, offered by Advised Assets Group (AAG).
* Use Empower processes and technological resources to deliver high-level retirement counseling that is focused on the participant taking action to replace their monthly income in retirement.
* Build strong relationships with territory key-contacts, plan sponsor representatives and internal stakeholders.
* Partner with and support your manager and team to identify and execute upon a strategy resulting in the success of your immediate and regional team as well as the organization as a whole.
* Demonstrate leadership by creating an environment of accountability, support and feedback that treats the success of each team member as equal in importance as your own.
* Successfully exceed all additional expectations defined by the plan sponsor as requested or outlined in an annual strategic performance plan.

**Qualifications**

* Successfully persuading people individually and through group presentations to take action by helping them understand their needs, opportunities and by challenging them to take action.
* Using core leadership competencies of adaptability, attitude and objectivity to help in a team’s success.
* Identify and execute a defined strategy that leads to new business growth opportunities.
* Proven top performer in a given line of work or other activities. Desired Qualifications:
* Knowledge of the financial services industry
* Financial services designations preferred, such as the CFP®, ChFC, CRC, CRPC, etc., or the ability to obtain one within the first year of employment
* Series 6, 63 & 65 licenses or the ability to obtain within 90 days of employment
* 3 - 5 years relevant experience
* Bachelor’s degree preferred or a history of successfully committing to a process of learning, development and achievement

The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this job. They are not intended to be an exhaustive list of responsibilities, duties and skills.