

Senior Financial Advisor (Sales Management)

North Star Resource Group is currently looking to expand its executive leadership team. Our roots trace back to 1908, when a small office with a handful of financial advisors opened in downtown St. Paul, MN. Over time, North Star has grown into an independent establishment comprised of over 300 individuals with offices across 23 states. The level of service and expertise North Star advisors provide their clients is a direct result of North Star's 110 years of working on behalf of the best interests of our clients.

If you are looking for a career and profession that involves sales and marketing with the ability to have ownership and autonomy; all while making an impact in your clients' lives, financial advising may be a good fit for you. By joining an organization where you can use your relationship building skills and your ability to meet and exceed goals, you will have the opportunity to build a world class, client centered practice.

Responsibilities:

This individual will be responsible for developing new advisors in the community, as well as helping to develop transferable systems to be utilized by other North Star offices across 23 states. This position would be a field leader with the expertise and conviction in helping new advisors succeed. Primary duties would include teaching new advisors the art and science of financial advising, client building, and product implementation. This will also include working with new advisors in developing client sourcing strategies, marketing to these sources, and recruiting and selecting to these markets. Weekly accountability engagements with new advisors under 2 years and working with established advisors to identify joint work and teaming opportunities will also be a concentration. This individual would have a demonstrated academic track record, successful Industry experience in developing new advisors, industry credentials and a desire to build a business within a business.

Characteristics:

- Entrepreneurial
- Independent
- Self-starter
- Want to help people or make a lasting impact
- Highly motivated
- Extreme desire to succeed and overcome obstacles
- A need to have ownership in what you do
- 3-8 years of industry experience
- Fully Licensed/Registered (Series 7, 66, Life/Health)

Benefits:

- Competitive compensation package
- Bonus opportunities
- Experienced Advisor to Provide Coaching
- Benefits package – Health, Dental and Vision
- 401(k) retirement plan and Life & Disability insurance
- Family owned and operated, successful organization

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire. North Star Resource Group does not provide sponsorships.

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North Star Consultants, Inc. – Insurance Products and Services CRI Securities, LLC – Securities and Investments Securian Financial Services, Inc. – Variable Products and Securities

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