

# Regional Sales Manager

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**Location:** Minneapolis, MN

## Description:

North Star Resource Group, one of the nation's oldest and largest privately held financial advising firms\*, is adding to its leadership team. This individual will be responsible for developing new financial advisors in the Twin Cities community as well as helping to develop transferable systems and strategies to be implemented within the 22 states where North Star has offices. North Star has a successful recruiting and advisor development operation, but we are always looking to improve. This individual would be an in the field leader with expertise in succeeding new advisors.

## Responsibilities

Primary duties will include joint field work, teaching new advisors the art and science of financial advising, client building, product implementation. This will include working with new advisors in developing client sourcing strategies, marketing to these sources and recruiting/selecting advisor candidates to these markets. Responsibilities would also include weekly accountability for new advisors under 4 years and working with established advisors in identifying joint work and teaming opportunities. It is important that you have flexibility to conduct joint field work during some evening hours. Additionally, you will be expected to execute a plan to recruit quality talent by spending focused time developing trusting relationships within broad and diverse networks, leveraging centers of influence and obtaining referrals from advisors for quality, diverse talent

## Qualification

- This individual would have a demonstrated track record, successful Industry experience in developing new advisors, industry credentials, and a desire to build a business within a business.
- Active Registrations Required: Series 7 & Series 66 or 63/65 & Life-Health-Disability Insurance License
- This unique opportunity with a well-positioned financial firm poised for significant growth has a unique compensation structure consisting of base salary, over rides, and growth/retention bonuses for results.

\*Gama, 12/31/2018.

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Created By	Last Updated
National Director of Recruiting and Advisor Development	March 2019