

Title: Financial Advisor

Location: Napa, California

Type: Hybrid

Time zone: PST

Compensation: DOE + bonus + equity, etc.

Company: Leading Brokerage Firm (Name Withheld for Privacy)

About Us:

Nestled in the heart of California's wine country, our esteemed brokerage firm is seeking a dedicated and experienced Financial Advisor to join our team in Napa. We are a prominent player in the financial services industry, renowned for our comprehensive wealth management solutions and commitment to helping clients achieve their financial goals.

Our Napa office offers a unique blend of professional excellence and lifestyle balance. Here, you'll work with affluent clients who appreciate the fine art of investment and wealth preservation, all while enjoying the serene beauty of the Napa Valley.

Position Overview:

As a Financial Advisor, you will provide personalized financial planning and investment advisory services to a diverse client base, from wine estate owners and entrepreneurs to retirees. Your role will be pivotal in guiding our clients through complex financial landscapes, ensuring their financial security and growth.

Key Responsibilities:

- **Client Relationship Management:** Develop and maintain strong relationships with existing clients, understanding their financial needs, goals, and risk tolerance.
- **Financial Planning and Advice:** Create customized financial plans, including investment strategies, retirement planning, estate planning, and tax optimization.
- **Portfolio Management:** Manage and monitor client investment portfolios, adjusting based on market conditions and client objectives.
- **Business Development:** Identify and cultivate new business opportunities, expanding the firm's client base in the Napa Valley region.
- **Compliance and Ethics:** Adhere to industry regulations and firm policies, ensuring all activities are conducted with the highest standards of integrity and professionalism.
- **Market Insights:** Stay abreast of economic trends, market developments, and investment opportunities to provide informed advice to clients.

Qualifications:

- **Experience:** Minimum of 5 years as a Financial Advisor or similar role in a brokerage or wealth management firm.
- **Education:** Bachelor's degree in finance, Economics, Business Administration, or related field; advanced degrees (MBA, CFP) preferred.
- **Licensing:** Current Series 7 and Series 66 (or Series 63 and Series 65) licenses are required; additional certifications such as CFP, CFA, or ChFC are highly desirable.
- **Skills:**
 - Proven track record in client acquisition and relationship management.

- Strong analytical and problem-solving abilities.
- Excellent communication and interpersonal skills.
- Proficiency in financial planning software and CRM systems.
- **Personal Attributes:**
 - High ethical standards and commitment to client confidentiality.
 - Ability to work independently and as part of a team.
 - Passion for helping clients achieve financial success and security.

Why Join Us?

- **Competitive Compensation:** Attractive salary and commission structure, with opportunities for performance-based bonuses.
- **Comprehensive Benefits:** Health, dental, and vision insurance; retirement plans; and generous paid time off.
- **Professional Growth:** Ongoing training and development programs, mentorship opportunities, and support for professional certifications.
- **Work-Life Balance:** Enjoy the idyllic Napa Valley lifestyle, with flexible work arrangements and a supportive team environment.
- **Community Engagement:** Engage with the local community through firm-sponsored events, volunteer opportunities, and client networking functions.

How to Apply:

If you are a proactive and client-focused financial professional looking to advance your career in one of the most beautiful regions in the world, we invite you to apply. For immediate and confidential consideration interested candidates may contact Pete Smith at **PSmith@berkeleysearch.com**

Join us and be part of a team that values excellence, innovation, and the extraordinary charm of Napa.