Associate Financial Advisors

John G. Ullman & Associates, Inc. is seeking Associate Financial Advisors to join our Firm. These are essential positions in our company, and will play a significant role in the company's strategic plans to grow and expand the business.

Working from the Horseheads Office, the Associate Financial Advisors will work with Senior Financial Advisors to learn how to combine financial planning skills, a passion for exceptional client service, and the ability to counsel clients on all aspects of financial planning, wealth management, and "special projects" catered to meet the unique needs of our clients. The Associate Financial Advisors will also learn and develop skills that will enable them to strategically and proactively engage in the firm's business development activities.

These roles present a tremendous growth opportunity for a person who is a recent graduate with an interest in financial services, as well as financial professionals with 1-5 years of experience in financial services or consulting; or a more experienced executive in marketing or business development with interest in transitioning into financial services.

The Role:

The Associate Financial Advisor will work with experienced Senior Financial Advisors, who will coordinate their efforts to oversee and mentor the Associate Financial Advisors as they work to complete the training and development process; which will involve close interaction with the firm's Senior Financial Advisors and a formal training plan focused on the firm's comprehensive financial management services.

The Associate Financial Advisor will learn how to interact with clients by attending meetings organized and conducted by Senior Financial Advisors; select opportunities to interact directly with clients will be set up by Senior Financial Advisors to promote the growth and development of the Associate Financial Advisor's skills developed over the course of the training process.

The training and development process is designed to teach the employee how to perform the following duties:

- Serve as the Financial Manager and Advisor for our high net-worth clients; developing highly trusted and long-term relationships.
- Administer the firm's comprehensive financial management services on an ongoing basis.
- Provide customized analysis to include cash flow analysis, statements of financial condition and insurance evaluations; retirement analysis and survivorship analysis; and review of estate structure and associated documents including wills, living trusts, powers of attorney, and health care proxies.
- Prepare and review personal income tax returns; develop tax planning strategies.
- Consultation and assistance with other areas, such as employee benefits, stock option exercise, real estate, career/business planning, financial negotiations, medical and custodial care planning, education financing, annual gifting, mortgage/insurance shopping, change of life circumstances, and other special needs.
- Develop financial plans and implementation strategies to support the financial goals and objectives of the client.

- Counsel and advise clients regarding their financial goals and objectives, portfolio structure, and the performance of their investments.

- Strategically and proactively engage in the firm's business development activities; to include creating a business development plan, identifying and documenting prospective clients, implementing relationship management steps designed to nurture and cultivate prospective clients, conducting in-depth meetings with prospective clients to promote the value proposition of the firm with the goal of securing them as new clients.

External training will include coursework and successful completion of the Certified Financial Planner® designation (if candidate does not already possess CFP® designation).

Qualifications

- Excellent academic record; four-year college degree required; graduate or advanced degree preferred

- A minimum of 1-5 years of applicable professional experience, preferably in banking, law, insurance, business development, marketing, consulting, or finance; we also welcome individuals wishing to make a mid-career change. We also will consider students preparing to graduate from a CFP accredited finance program, and/or from a finance program that requires the completion of an academic curriculum aligned with the firm's comprehensive financial management services.

- Strong interest in financial planning and wealth management required; must be willing and able to successfully complete the Certified Financial Planner® certification. A strong preference will be given to a candidate that is currently a Certified Financial Planner®.

- Excellent interpersonal and communication skills

- Proven track record as a self-starter, with high levels of intensity and motivation

- Demonstrated passion for providing exceptional client service

Perks & Benefits

- Ability to have long-lasting and visible impact on clients' lives

- Opportunity to be a part of the firm as we grow and expand to meet the current and future needs of our clients.

- Work for an organization that is strongly committed to ethics and values, offers a warm and welcoming environment, is flexible, and is supportive of training, development, and continuing education.

- Work with a group of talented and very experienced CFP designated Financial Advisors, with strong professional networks.

- Comprehensive dental and health care benefits, life insurance, 401K, SEP-IRA

- Access to all JGUA portfolio management, financial planning, and income tax services for you and your family
- Regular company outings
- Community Involvement

About Us

John G. Ullman & Associates is a different kind of Wealth Management Company. Our “one firm” model provides high net worth individuals and families a single place to turn for all aspects of their financial lives, including financial planning, wealth management, and “special projects” catered to their unique needs. Our relationships with our clients are long-standing, often spanning decades and multiple generations. Our headquarters is located in Horseheads, New York; we also have an office in Corning, New York; both offices are located in the beautiful Finger Lakes Region. We also have an office in Rhinebeck, which is located in the Hudson Valley Region of New York.

To Apply:

If you are interested in applying please e-mail a letter of interest and resume to Scott Schoonover at schoonovers@jgua.com. Please indicate you are applying for the Associate Financial Advisor position and use reference code JGUA-Assoc.