JOHN G. ULLMAN & ASSOCIATES, INC.

COMPREHENSIVE FINANCIAL MANAGEMENT SERVICES

Senior Associate Advisor – Big Flats, NY

John G. Ullman & Associates, Inc. is seeking Senior Associate Advisor 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 Big Flats Office, the Senior Associate Advisors will work learn how to combine business development 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.

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 professional in marketing or business development with interest in transitioning into financial services.

The Senior Associate Advisor be required to complete the Firm's Apprenticeship Program, which will be developed based an evaluation of your training, experience, and any professional designations and/or licenses you have obtained.

Upon completing the Firm's Apprenticeship Program, the Senior Associate Advisor will work under the guidance of a Senior Advisor and/or an Advisor. You will combine a passion for exceptional client service, the ability to counsel clients on all aspects of financial planning and wealth management, and their abilities to complete "special projects" catered to meet the unique needs of our clients. You will work more independently on projects, assignments, and participate and/or in some cases lead client meetings as appropriate. Additional guidance and training will be available for unique and/or complex situations to support the Senior Associate Advisor as you continue your training and development towards becoming a fully functioning Advisor.

Senior Associate Advisors will be expected to strategically and proactively engage in the firm's business development activities through interactions with the Relationship Development Team, which will include meeting with prospects referred by the Relationship Development Team in an effort to secure them as new clients. In addition, the opportunity exists and the Senior Associate Advisor is encouraged to develop new business directly through interactions with referral sources and prospective clients.

If the Senior Associate Advisor does not already possess their CFP® designation, it is expected that they will work to complete an external CFP® Educational Program, pass the CFP® Exam, and successfully complete all of the steps required to achieve your Certified Financial Planner® designation.

Qualifications

- Certified Financial Planner (CFP ®) Designation is strongly preferred.
- Series 65 License would be beneficial.
- Must be able to complete all of the steps required to qualify as a designated Certified Financial Planner (CFP®)

- Excellent academic record; four-year college degree required; graduate or advanced degree is preferred.
- A minimum of 5-7 years of working of experience working directly with clients
- Experience working for a RIA, Fee-Only Fiduciary providing financial planning and wealth management services and support is preferred.
- Must have experience in business development, willing to dedicate time to strategically and proactively engage in the firm's business development activities and be able to develop and grow a book of business.
- 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
- Must have strong technical skills and experience with Microsoft Office (Work, Excel, PowerPoint, and Outlook)
- Must be detail oriented and have experience maintaining records in a CRM system.
- Must be able and willing to travel.

<u>Perks & Benefits</u>

- 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

Projected Hiring Range:

Annualized Salary: $70,000 - $95,000
New Client Incentive Bonuses: You will be eligible for new account sign-up bonuses
Other Incentives: To be determined based on Assets Under Management

Job Description:

To view the full job description go to https://jgua.com/seniorassociateadvisor

About Us

John G. Ullman & Associates is a wealth management firm committed to bringing human connection, attention to detail and trust to every aspect of financial planning. For over 40 years, we have helped clients plan for a lifetime of financial security, creating highly customized financial plans to manage, grow, and protect our client's wealth. Our team has grown to include a diverse group of expert financial planners, tax professionals, investment researchers, legal professionals and support staff in three separate New York State Locations; including our headquarters located in Big Flats, NY; and branch offices located in Corning, NY, Rhinebeck, NY and Charlotte, NC.

To Apply:

If you are interested in applying please e-mail a letter of interest and resume to Stephany Achterberg at achterbergs@jgua.com. Please use Reference # JGUA-Assoc.