



Position: Financial Representative

Locations: State-wide

Schedule: Full-time

Pay: \$4k stipend during 3 week training program; Sales commission after training (a successful representative typically makes between \$30K and \$60K for their first year, and income increases in following years due to renewal payments)

Description:

We offer a personalized approach to providing customized financial solutions tailored to each client's individual needs. You'll provide needs-based analysis and financial solutions to help ensure a client's needs are met at every life stage.

You'll work closely with clients to develop customized solutions that meet long-term financial goals and objectives. You'll have exclusive access to insurance products from top-rated company Northwestern Mutual, as well as disability income insurance, and an array of quality financial products and services available through our subsidiary companies and affiliates.

By establishing enduring relationships with clients, you develop your skills in fact finding and referral prospecting. These skills are at the core of helping your clients achieve their goals and your mission.

With your commitment, the assistance of our specialists and the support of your local network office, your vision can become reality.

Ideal Candidate:

- Entrepreneurial-minded: DISCIPLINED, self-starter who is willing to rely on his work ethic to ensure personal success
- High school level degree required; degree in higher education highly recommended but not required (preferably business-related, such as finance, economics, statistics, accounting, etc)
- Strong customer service skills and skills in maintaining productive working relationship with other departments
- Must have the aptitude to obtain and maintain relevant financial licensing and certification requirements (current company leadership will assist through this process)
- Team-oriented; willing and eager to learn from partners in the company (there are weekly training requirements designed to help you achieve and maintain success at the individual level)

Hiring Process:

Northwestern Mutual regional leadership teams have full discretion regarding who is hired. The process is direct and simple. The applicant can expect a series of 3 to 4 interviews. If the first interview is successful, an applicant profile will be built and a detailed plan will be started. Mentorship from current peers and leaders is part of the hiring process. Successful applicants will be accepted into a 3-week training program and receive a \$4k stipend, with opportunities for other incentives as they begin their work.

If you would like to apply to this position, please contact your Applicant Coordinator at:

Last name begins with A-K: 916-854-3881

Last name begins with L-Z: 916-854-3882