

Employer Name: Lord, Abnett & Co. LLC
Position Title: Advisor Consultant
Location: Jersey City, NJ
Industry: Investment / Portfolio Management
Job Description:



The Selective Liberal Arts Consortium will hold its NY Recruiting Day in New York on Friday, January 3, 2020. Please be aware that travel is required to participate in this event, and interviews will take place on that date and at that location only. You will be notified by November 22nd if you have been selected to interview.

Please ensure that you have completed the work authorization status in your Handshake student profile as that will help you determine how closely you meet the employer's job/internship preferences.

The Role

The Advisor Consultant role is for early career professionals who are eager to grow their careers and skills necessary for continued success. As an Advisor Consultant, you will be exposed to our diverse operations and develop your understanding of Lord Abnett's business areas, strategies, clients, and initiatives. In addition to sponsorship for the Series 7 and 66 licenses, you'll begin with a comprehensive training program where you'll gain invaluable experiences focused on client relationship management, consultative sales, capital markets, and the investment management industry.

By proactively engaging Financial Advisors within a defined geographic territory, Advisor Consultants build, grow, and maintain key strategic Financial Advisor relationships. In partnership with our Regional Managers, Advisor Consultants enrich existing Financial Advisor relationships, drive new business development, and elevate the investment conversation by thoughtfully positioning our products.

We'll trust you to:

- Proactively contact financial advisors to communicate actionable sales ideas and business-building opportunities
- Partner with one or more Regional Managers to manage and grow an assigned territory
- Articulate a deep knowledge of mutual funds, separately managed accounts, and retirement products
- Demonstrate a deep understanding of all Lord Abnett Market & Product Opportunity Presentations (MPOs)
- Engage with Marketing to execute outbound phone call campaigns
- Understand current market conditions and the potential impact on our investment products

You'll need to have:

- Bachelor's degree
- 0-3 years experience
- Ability to obtain the Series 7 and 66 licenses within the designated time frame
- Exceptional written and verbal communication skills
- Professional presence, poise, and presentation skills
- Aptitude to learn and adapt quickly in a rapidly changing environment
- Real ambition to pursue a client-facing career, with a strong interest in relationship management and sales
- Ability to develop client relationships and strategic partnerships
- High energy and a commitment to excellence

If this sounds like you, we encourage you to apply!

Contact: Tara Dodge
Duration: Permanent
Job Function: Finance, Sales

Employer Description:

Lord Abbett is one of the fastest-growing global asset managers with approximately \$200 billion in assets under management. We seek to hire a diverse group of talented individuals who are committed to driving our vision to be the most respected asset manager in the world. We are looking for candidates who value excellence, responsibility, transparency, and collaboration as much as we do. Our employees share a passion for excellence in serving our diverse range of clients – individuals, advisors, and institutions across the globe who rely on us to deliver innovative investment solutions that help them secure stronger financial futures.

Allowed School Years: Senior, Alumni, Graduating before May 2020

Allowed Major(s): All Operations Management, Sport Business & Marketing, Business Administration & Management, Non Profit Management, Supply Chain Management, Finance & Financial Management, Insurance, Food Industry Management, Entrepreneurship, Actuarial/Risk Analysis, Economics, Accounting, Business Analytics, Marketing, Consulting, Human Resources, Sales, International Business, Parks, Recreation & Leisure Studies, Retail & Hospitality Administration, and Real Estate majors

Work Authorization: US work authorization is required