ONE CAPITAL MANAGEMENT, LLC

Financial Advisor

Location: Santa Barbara, CA
Job Type: Permanent Full Time
Area of Interest: Private Client

Company Description: One Capital Management, LLC ("OCM") is a leading global wealth management firm that offers diversified wealth management services to private clients, endowments/foundations, and institutions in major markets around the world. Through its integrated wealth management platform, OCM is well-positioned to tailor wealth management solutions for its clients. The firm's key value drivers are:

- Global depth and resources backed by one of the largest financial services firms in Canada.
- Fiduciary Guidance - As an RIA the firm does not sell products or receive commissions. The firm is structured to always act in our client's best interest.
- Proprietary Financial Planning Capabilities.
- Customized investment solutions including outstanding internal portfolio management with hybrid solutions integrating alternative investments where appropriate.
- $3.5 Billion - Assets under management.

Position Description

One Capital Management is in search of a Financial Advisor to help grow our Private Client business in our Santa Barbara Office. Our Private Client team focuses on delivering the full scope of the firm's wealth and investment services to individuals and their families, foundations, endowments, and investment advisors. The Financial Advisor is a senior position and will play an integral role in the firm's growth strategy. Key responsibilities include working closely with the Managing Director of the Santa Barbara office to develop new client relationships for the firm. Specific responsibilities include, but are not limited to:

- Creating a marketing plan to develop new client relationships – initially most of the new Advisor's time is focused on gaining new clients through developing and working with referral sources or an existing network of relationships.
- Understanding the firm's wealth management capabilities and how they apply to different clients.
- Work closely with the firm's financial planning team to develop customized financial plans.
- Oversee servicing new client relationships that the Advisor develops. Servicing means keeping informed about the client's financial situation and any changes that may occur. In addition, the Advisor is responsible for analyzing how these changes may impact their investment objectives and goals, and keep clients informed as to our activities for them.

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Job Requirements

Candidates should have at least three years of experience as a Financial Advisor at a reputable RIA, Bank or Brokerage Firm, and have a book of business of at least $20 million in AUM that can be transferred to One Capital Management. In addition, the candidate should have strong communication and analytical skills, be highly organized, detail-oriented, demonstrate initiative, good judgment coupled with the ability to work well under pressure. As a Financial Advisor at One Capital, the Advisor should be able to work well both independently and within a team. The candidate must be able to prioritize work and handle multiple tasks to ensure that client requests are completed in a timely manner. College degree required and CFP preferred.

Compensation & Benefits

- Advisor compensation is based on your experience and your existing Wealth Management Business
- Participation and Coverage under the Company Health Care Plan.
- Participation in the Company 401(k) Plan.
- Reimbursement up to $75.00 a month for gym membership fees paid as part of company Wellness Program.
- Company sponsorship in continuing education.

Interested applicants should submit their resume to hiring@onecapital.com