Sales Advisory Consultant 3

2 Opportunities

- Requisition # 5059424 – CLT
- Requisition # 5059436 - SLC

About Wells Fargo Advisors (WFA)

WFA is one of the nation's premier financial services firms, serving and advising clients nationwide. As the heir to some of America s most respected regional firms, which came together through mergers over many years, WFA has retained a strong and abiding commitment to exceptional service based on trust, knowledge and a determination to put client needs above all else. What's more, as part of Wells Fargo & Company, WFA has the ability to draw on extensive experience and products across our company to satisfy our clients' investment needs and help them succeed financially.

About Wells Fargo Advisors Solutions (WFAS)

WFAS Financial Advisors are responsible for helping our mass market clients succeed financially by providing sound financial advice and recommending appropriate investment products, while providing a consistently exceptional client experience. Our Financial Advisors operate in a team-based environment, building and managing relationships directly with clients over the phone.

Responsibilities:

- Executes one-on-one sales coaching within a complex/diverse major product line(s) or line of business that has a high impact on profitability and success.
- Partners with sales management and team to identify and execute unique sales strategies for WFAS to improve sales performance and best practice adoption.
- Acts as a business partner in providing necessary training, tools, and resources to WFAS Advisors and WFAS Sales Managers to increase the overall sales and revenue for WFAS.
- Acts as a product knowledge and sales process expert for sales force and company management.
- Collaborates with management in the communication and implementation of business/sales initiatives.
- Analyzes market information and determines which products and services should be targeted for individual locations or sales prospects.

Basic Qualifications:

8+ years sales or marketing experience within the financial services industry.

Minimum Qualifications:

Demonstrated coaching experience at all levels of sales team members both individually and in small groups

Experience supporting Product and Sales Campaigns

High level consulting skills with sales managers on effective communication and implementation of sales initiatives.

Series 7 license required.

Together we'll go far