

**GLOBAL FINANCIAL PRIVATE CAPITAL**  
**Job Description**

**JOB TITLE: Internal Business Consultant**

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**Location: Denver, Colorado**

**July 21, 2017**

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The Internal Business Consultant works within our corporate environment and supports the sales initiatives by building and maintaining effective relationships with financial advisors by working closely with their External Regional Business Consultant partners within a geographical sales territory. This is accomplished through a consultative sales approach, by providing financial insight and information via the telephone and email. This position requires an individual to have a strong sales focus, excellent phone skills, solid work ethic and a competitive drive to succeed.

Responsibilities include:

- Make proactive sales calls on a daily basis to financial advisors to strengthen relationships, share sales ideas, provide product information and find selling opportunities. This includes new business, follow-up meeting calls and others as directed.
- Create a referral leads list to recruit emerging Financial Advisors.
- Schedule quality appointments each week for the External Regional Business Consultant to meet with Financial Advisors.
- Identify opportunities for two distinct lines of business; a suite of liquid alternative mutual funds and an all-inclusive asset management platform.
- Use of consultative sales approach to meet sales goals.
- Develop a solid understanding of our investment products and strategies and become proficient at presenting their features and benefits.
- Implement a proactive sales program within the assigned region to generate new advisor prospects through phone calls, virtual presentations, and solicitation.
- Perform other duties as assigned.
- Utilize Financial Planning Software in order to create cases for advisory clients

Qualifications:

- 5+ years prior insurance or investment sales experience preferred.
- Ability to work in a challenging and collaborative environment.
- Possess a strong desire to win and proven sales track record.
- Effective oral and written communication skills.
- Possess excellent interpersonal and customer service skills.
- Proven ability to pay attention to detail and multi-task.
- Strong relationship building skills.
- Must be a detail-oriented, well-organized, self-starter with high energy and creativity.

Education & Experience Required:

- Bachelor's degree preferred or equivalent work experience.

License & Certification Requirement(s):

- Series 6 or 7 registrations required.
- Series 63/65 or 66 registrations required.
- Additional Securities Registrations and Designations may be required, or the ability to obtain them after hire.