# Specialized Wealth Services - Sr. Advisory Specialist
# Philanthropic Services
# Job # 536623

## Position: SWS Sr. Advisory Specialist (LO) 1, Philanthropic Services

## Location: Richmond, VA

**It starts with you.** Our goal is to attract, develop, retain and motivate the most talented people - those who care and who work together as partners across business units and functions. We value and promote diversity and inclusion in every aspect of our business and at every level of our organization.

**Wells Fargo & Company** (NYSE: WFC) is a nationwide, diversified financial services company with $1.7 trillion in assets. Founded in 1852, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 locations, more than 12,500 ATMs, online (wellsfargo.com), and mobile devices. Wells Fargo has more than 265,000 team members in 36 countries across our approximately 90 businesses. Wells Fargo & Company was ranked No. 30 on Fortune's 2015 rankings of America's largest corporations. Wells Fargo's vision is to satisfy our customers' financial needs and help them succeed financially. Wells Fargo perspectives are also available at **Wells Fargo Blogs** and **Wells Fargo Stories.**

**Wealth and Investment Management (WIM)** is one of the company's four main divisions. WIM businesses build enduring client relationships through sound, thoughtful and objective advice. We help our clients by developing individualized plans for everything from retirement goals to business succession planning, to family legacy intentions. Services include comprehensive planning and advice, investment management, brokerage, private banking, estate planning strategies, trust, insurance and both individual and institutional retirement.

**Wealth Management (WM):** Wealth Management business is a leading provider of financial services to high-net worth clients through Wells Fargo Private Bank, and to the affluent segment through partnerships between Wealth Brokerage Services and the Community Bank. In Wealth Management, clients are provided with a complete range of solutions to help them manage, preserve and transfer their wealth.

**Job Description:**

This position will focus on philanthropic business development and philanthropic account management. Serves as subject matter expert in regards to philanthropic planning for individuals, charitable institutions and philanthropic vehicles, such as endowments, planned gifts, private foundations, split-interest charitable trusts, and donor advised funds. Fiduciary expert that applies knowledge and skills in the area of trust and estate matters, investment management, wealth transition, charitable and financial planning to serve high net worth and institutional clients. Delivers advisory based services to philanthropic clients of The Private Bank in collaboration with various internal partners and Centers of Influence. Promoting solutions grounded in the application of fiduciary/prudent investment and philanthropic consulting and planning knowledge, as the foundation for client relationship management and expansion.

May partner with a Relationship Manager or play the role of a Relationship Manager in serving clients. Responsible for growing and retaining philanthropic individual and institutional relationships by integrating fiduciary/prudent investment principles and knowledge, philanthropic consulting and planning knowledge (trust, taxes, retirement, gifting, business succession planning, estates and wealth transfer strategies), investment acumen and business development. Leverages strategic processes such as Client Discovery Review and the Tactical Sales Process to engage clients and prospects. Responsible for sourcing new business and expanding current relationships by meeting with clients and prospects, and partnering with other WMG professionals in proactive, demand-creating activities. This role includes a heavy focus on new business acquisition, collaborating with Investment & Fiduciary Centers in setting-up and administering Investment & Fiduciary accounts, retaining client relationships, and developing relationships to their fullest potential by cross-selling services of The Private Bank. Responsible for corporate regulatory and compliance standards

This LO position has customer contact and job duties which may include needs assessing and referring those customers interested in a dwelling secured product to a SAFE team member. This position includes assisting customers without taking an application and without offering or negotiating terms of a dwelling secured transaction. Individuals in a LO position also must meet the Loan Originator requirements under Regulation Z (LO) outlined in the job expectations below.

**Required Qualifications**

- 8+ years trust/fiduciary experience demonstrated through work, military or education experience

**Desired Qualifications**

- Knowledge and understanding of fiduciary law and federal regulations
- Knowledge and understanding of philanthropic concepts
- Knowledge and understanding of institutional investment management or endowment/foundation management
- Ability to generate successful business development relationships
- Established network in the local market
- Certified Trust and Financial Advisor (CTFA)
- A Masters of Business Administration (MBA), Chartered Financial Analyst (CFA), or comparable professional designation

**Other Desired Qualifications**

- Significant experience with family philanthropy, including private foundations, donor advised funds, split-interest trusts, family retreats, workshops and meetings
- Experience in wealth management with net worth clients of at least five million dollars
- Extensive knowledge and understanding of financial and estate planning, fiduciary/trust, wealth transfer, leverage, multiple asset class usage, asset allocation strategies, and taxation
- Local market knowledge; extensive local philanthropic network; strong networking skills and a passion for philanthropy

**Job Expectations**

Individuals in Loan Originator (LO) positions must meet the Consumer Financial Protection Bureau qualification requirements and comply with related Wells Fargo policies. The LO qualification requirements include meeting applicable financial responsibility, character, general financial fitness and criminal background standards. A current credit report will be used to assess your financial responsibility and credit fitness, however, a credit score is not included as part of the evaluation. Successful candidates must also meet ongoing regulatory requirements including additional screening, if necessary.

**Salary Information**

To be determined

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**Disclaimer**

All offers for employment with Wells Fargo are contingent upon the candidate having successfully completed a criminal background check. Wells Fargo will consider qualified candidates with criminal histories in a manner consistent with the requirements of applicable local, state and Federal law, including Section 19 of the Federal Deposit Insurance Act.

Relevant military experience is considered for veterans and transitioning service men and women.

Wells Fargo is an Affirmative Action and Equal Opportunity Employer, Minority/Female/Disabled/Veteran/Gender Identity/Sexual Orientation.

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***How external candidates apply:***

*Go to www.wellsfargo.com/careers*

- *Click in the red box that says "**Start Your Future Now**" on "**Search Jobs**"*
- *Click on the blue box that says "**Search Jobs Now**"*
- *Click on **"**New job seekers **—** **Register now**"*
- *Enter your **User Name**, **Password, Name, Contact Information** and click "**Register**"*
- *Click on the small click on the left that say "**Submit/Update Profile**"*
- *Follow steps listed on the screen to complete your profile:*
    - *Copy and paste or attach a resume*
    - *Enter Employment Preferences: **IMPORTANT: If a job you are applying for requires a license or certificate, you must include it here (even if it is on your resume), or the system will decline your application.***
    - *Please enter your FULL (legal) name and address*
    - *Confirm your candidate profile status is "**Searchable**"*
- *To complete your profile, click "**Submit Profile**".*
- *Search the Job Opening ID (5336623) of interest and APPLY – follow the 6 steps on the screen to complete the application and make sure you see a successful application notice.*