

Financial Planner

Job Posting: Financial Planner

Location: Kingston, Ontario, Canada

About Us:

Caldwell Wealth & Estate Advisory is a leading financial advisory firm in Kingston, Ontario, committed to providing personalized financial planning services to our diverse clientele. Our mission is to help individuals and businesses achieve their financial goals through expert advice, tailored strategies, and exceptional service.

Position Overview:

We are seeking a dedicated and experienced Financial Planner to join our team. The ideal candidate will possess strong analytical skills, excellent interpersonal abilities, and a passion for helping clients secure their financial future. They will be excellent at presenting Financial Plans to clients, helping them make informed decisions about their money and financial futures. Provides financial and investment planning and advice to deliver a solution in the best interests of the customer.

Key responsibilities:

- Assess clients' financial situations by gathering information regarding investments, asset allocation, savings, tax planning, retirement planning, and estate planning
- Develop customized financial plans to meet clients' goals and objectives
- Monitor clients' accounts and make recommendations to ensure they are aligned with financial goals
- Conduct research on market trends and investment opportunities
- Assist clients with cash management, budgeting, and debt management
- Stay up-to-date on industry regulations and best practices
- Breaks down strategic problems, and analyses data and information to provide insights and recommendations.
- Executes work to deliver timely, accurate, and efficient service.
- Introduces clients to investment strategies and works with clients to set goals and make real financial progress using appropriate guidance tools.
- Probes to understand customer personal investment and banking needs and integrates marketing promotions and programs into customer conversations to provide strategic advice.

- Looks for ways to contribute to the ongoing improvement of the overall business results and customer experience delivered.
- Maintains current knowledge of personal investment products, practices, and trends and integrates into customer conversations.
- Protects the Company's assets and complies with all regulatory, legal, and ethical requirements.
- Thinks creatively and proposes new solutions.
- Exercises judgment to identify, diagnose, and solve problems within given rules.
- Broader work or accountabilities may be assigned as needed.
- Ability to consistently meet deadlines and manage competing priorities.
- Strong analytical skills and high attention to detail.

Qualifications:

- Between 0-5 years of relevant experience and post-secondary degree in related field of study or an equivalent combination of education and experience.
- **CFP®** designation preferred
- **Must have completed the CFP® Certified Financial Planner Education Program from an accredited Canadian Institution.**
- Advanced working knowledge of financial industry.
- Specialized knowledge from education and/or business experience.
- Verbal & written communication skills - In-depth.
- Collaboration & team skills - In-depth.
- Analytical, detailed focused and problem-solving skills – In depth
- Influence skills - In-depth.
- Excellent verbal and written communication skills in English

Skills:

- Strong analytical and problem-solving abilities.
- Excellent communication and interpersonal skills.
- Proficiency in financial planning software and Microsoft Office Suite.

- High ethical standards and professionalism.

Compensation and Benefits:

Salary: Competitive salary with an average annual range of CAD \$50,000 - \$100,000 commensurate to the work experience and qualifications.

Benefits: Comprehensive health and dental insurance, paid time off, and professional development opportunities.

Work Environment: Supportive and collaborative work culture with opportunities for growth and advancement.

Pay Type: Salaried

This role requires working primarily for the Financial Advisors of the firm.

This role plays important support role of the Financial Advisors of the firm

Location: Kingston, ON /Remote

Why Join Us?

At Caldwell Wealth & Estate Advisory we value our employees and invest in their professional growth. We offer a dynamic and inclusive workplace where you can make a meaningful impact on clients' lives and build a rewarding career.

If you are passionate about finance and helping individuals secure their financial future, we encourage you to apply for this exciting opportunity.

Application Process:

Interested candidates are invited to submit their resume and cover letter to by July 15, 2024. Please include "Financial Planner Application" in the subject line.