



Recruiter

Independent Financial Group, LLC a nationally ranked financial services firm and securities broker-dealer is seeking a full-time Recruiter.

Responsibilities

- Responsible for full cycle recruiting efforts including generating and attracting leads, identifying qualified target advisors, building relationships with registered representatives and investment advisors, and closing the sale
- Careful review and selection of registered representatives that meet the broker/dealer's requirements and standards
- Develop and execute a recruiting plan that includes: prospecting, establishing, and maintaining relationships with representatives, wholesalers, and other sources that may be able to provide you leads
- Work closely with the Managing Director, CMO to develop strategies sell and market the broker/dealer's products and services
- Extensive phone communication with members of the broker/dealer community
- Stay informed of trends and innovative recruiting techniques in order to be competitive
- Maintain accurate and well organized documentation on all prospects in a CRM system
- Develop a comprehensive recruiting strategy to identify new opportunities and markets
- Qualify prospects to ensure they meet IFG standards in regards to production, compliance, and customer service
- Generate leads through networking, relationship building, and cold-calling
- Serve as the main point of contact for registered representatives transitioning to IFG
- Conduct research and remain current with trends impacting the securities industry

Qualifications

- Strong knowledge of broker/dealer services
- Established contacts including potential registered representatives
- Self-motivated, positive and energetic
- Possess clear, articulate communication skills; polished, professional phone and in-person demeanor; and strong relationship-building skills
- Prior recruiting experience in the broker/dealer community
- Sales and/or Securities experience preferred or related degree
- Able to adjust communications and recruiting style to be effective with different personality types
- Dynamic, engaging, and outgoing personality
- Excellent networking skills
- Tenacity and commitment needed to nurture relationships through recruiting process
- Must be a self-starter with excellent time management skills
- Excellent written and verbal communication skills including the ability to spend large periods of time on the telephone
- Demonstrated problem-solving skills and the ability to overcome objections
- Proficiency with Microsoft Office applications and database management tools

Education and Experience

- Bachelor's degree from an accredited college or university required
- Minimum 3 years work related experience in industry

Certifications, Licenses, Registrations

- FINRA Series 6 or 7 registration preferred

Compensation

Market-level compensation and incentive based on experience and competitive benefits package. Include salary history with resume.