



Financial Advisor- Fortune 100 Company

Northwestern Mutual- Troy, MI

The Opportunity: Northwestern Mutual - Troy (**Troy, Ann Arbor, Mt. Pleasant**) expanding in the Detroit area, looking to train top talents to join our financial advisor team across four offices.

As a Financial Advisor for Northwestern Mutual, you will work to provide comprehensive financial planning to your own clientele. You will be the go-to financial services professional, developing trusting and genuine relationships with all of your clients throughout the sales cycle.

Advisor Responsibilities:

- Advise clients on financial planning and investment strategies.
- Assess clients' short, mid, and long-term goals to prepare presentations that recommend various financial products to achieve said goals.
- Review and communicate portfolio performances to clients.
- Network and build relationships with new and existing client base.
- Prospect with clients to build a strong book of business
- Attend training and development meetings to expand financial knowledge

You will be in business for yourself – but not alone. Supported by your network of specialists, training programs and mentoring opportunities, you will have plenty of resources; products and assistance needed to suit your clients' needs, and build your practice. Those who succeed in this role are self-motivated, disciplined, have very strong interpersonal skills, have an established personal network, and are knowledgeable in finance and/or are willing to learn finance.

Accolades: Devotion to its policy owners and interaction with its communities has led The Northwestern Mutual through over 160 years of industry success.

- In 2017, Fortune® magazine recognized Northwestern Mutual as **World's "Most Admired" Company** in our category (Fortune Magazine, 2017)
- Northwestern Mutual was ranked as the **"Best Service Company to Sell For"** in Selling Power Magazine's '50 Best Companies to Sell For (2016)
- Northwestern Mutual has been recognized as a "Best Place to Work in 2013 and 2018" and a recipient of the Employees' Choice Award by Glassdoor.com, an online career and workplace community
- *Training* magazine has ranked Northwestern Mutual one of the top companies for employer-sponsored workforce training and development; falling at #30 of the top 125 training and development programs (2018)

Compensation:

- Compensation structure based on track record of success and previous work history
- Training stipend and training allowance program
- Sponsorship of licensing/credentialing
- Highly competitive benefits package including medical, retirement, and pension.

Preferred qualifications:

- Bachelor's degree from a four-year institution (strongly preferred)
- A self-starter and highly motivated
- A personal history of success
- Strong interpersonal skills

Background in sales, finance, or entrepreneurship is preferred, including but not limited to:

- Wealth management and/or insurance
- Executive leadership
- Community influencers
- Former athletes
- Military background

View more about our culture and career opportunities:

<http://troy.nm.com/>

Call Dominic Mirabella, LO XXI at (248) 244-6037 or email at dominic.mirabella@nm.com

*Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. **Northwestern Mutual Investment Services, LLC**, (securities) subsidiary of NM, broker-dealer, registered investment adviser, member FINRA and SIPC. Northwestern Mutual Wealth Management Company® (NMWMC), Milwaukee, WI, (fiduciary and fee-based financial planning services) subsidiary of NM and federal savings bank.*