DVI

DAVID VAUGHAN INVESTMENTS

Senior Relationship Manager

Peoria, Illinois

Who We Are

David Vaughan Investments, LLC (DVI) is proud of its Associates. We are an exceptional team of investment professionals who are bright, creative, hardworking, and have a passion for what we do. Every day we focus on serving our valued clients' best interests, and it is all accomplished within a team-based approach where mutual respect and integrity serve at its core.

Who We Want

DVI is currently looking for an experienced **Senior Relationship Manger (SRM)** to join the team and provide immediate positive service to our clients. In this critical role, your primary responsibility will be to lead client retention as well as the acquisition of new clients though a broad knowledge of investments, financial planning, and estate planning. The SRM must build trust with clients and effectively manage relationships with our Portfolio Managers and Strategic Advisors to serve the client's needs, goals, and objectives and deliver a complete wealth management solution. The SRM will have supervisory responsibilities, overseeing both Relationship Manager(s) (RM) and Assistant Relationship Manager(s) (ARM).

Qualifications

+ Bachelor's Degree (graduate or advanced degree preferred)
+ Minimum of 10-15 years of applicable professional experience
+ Transferable experience in Banking, Law, Insurance, Sales, Marketing, Consulting or Finance
+ Entrepreneurial spirit and willingness to actively participate in Business Development initiatives
+ Strong interest in Financial Planning and Wealth Management
+ Must be willing to successfully complete the Certified Financial Planner® or Chartered Financial Analyst and Series 7 and Series 66 or Series 65 license is preferred
  Strong preference will be given to a candidate that is currently a Chartered Financial Planner®

What to Expect

+ Initiate, prepare, and lead client formal contact meetings: review database and client files, review standard report for presentation, complete formal review checklist, create customized reports and material as needed (coordinated effort with Portfolio Managers).
+ Leverage Client Service and ARM resources and engage in client meeting follow up: update database and any other required follow-up necessary to execute services consistent with the DVI service model.
+ Address client questions or concerns that come in via telephone or email. Document client requests and the completion of activities in customer relationship management and portfolio accounting system.
+ Proactively present estate, tax, and financial planning solutions to client, explaining the benefits and limitations of various approaches.

About David Vaughan Investments

DVI is a team of 41 experienced investment professionals that provide asset management services and wealth management solutions to both high-net-worth individuals and institutional investors. For over 45 years, DVI has employed a Quiet Quality approach to investment management: people of integrity, acting solely in their clients' best interests. Currently, we have over 1,300 clients, and approximately $4.5 billion in Assets Under Advisement through our offices in Peoria, Illinois, and Winter Park, Florida. In the fall of 2017, DVI formed a partnership with Morton Community Bank, creating one of the largest privately held financial institutions in downstate Illinois.

At DVI, we want to provide a working environment that is attractive to our entire team. Consistent with our long-term client focus, we aim to attract and retain the best Associates possible, and our benefits program is instrumental in this goal. We provide industry-competitive salaries and incentive plan opportunities, a generous profit sharing 401(k) plan, health insurance, life insurance, short-term and long-term disability programs, and paid time off programs. In addition, partnership status among our very top performers is also a realistic consideration.

If you appreciate a work environment that truly lives its values, please consider DVI as an employer that consistently provides *Quiet Quality.*

Senior Relationship Manager

Peoria, Illinois

Continued

- Communicate with client's other advisors (tax & legal) to provide and obtain client information as needed to serve client relationships.
- Position DVI to capture additional client assets- establishing new accounts as needed.
- Be mindful of clients next generation descendants – work to establish relationships as appropriate.
- Maintain high level of understanding of current investment topics and prevailing market and economic trends.
- Generate referrals from existing clients.
- Participate in prospective client meetings and gather relevant financial data.
- Directly supervise Associates in the Relationship Management department.

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