

**Position Title:**

**FAIT, Financial Advisor in Training**



Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores and 12,000 ATMs and the Internet (wellsfargo.com and wachovia.com) across North America and internationally. We're headquartered in San Francisco, but we're decentralized so every local Wells Fargo store is a headquarters for satisfying all our customers' financial needs and helping them succeed financially. One in three households in America does business with Wells Fargo. Wells Fargo has \$1.3 trillion in assets and approximately 280,000 team members across our 80+ businesses.

Wells Fargo operates one of the leading wealth management, brokerage and retirement providers in the U.S., which focuses on providing solutions that meet clients' unique needs. Services include comprehensive planning and advice, investment management, brokerage, private banking, estate planning strategies, trust, insurance and retirement.

Wells Fargo Advisors is the nation's third-largest brokerage business with over 15,000 full-service financial and over 3,300 licensed bankers in retail Wells Fargo stores. The group serves clients' advisory, brokerage and financial needs, including investment management, portfolio monitoring and estate planning.

### **Responsibilities**

The Financial Advisor in Training participates in the Wells Fargo Advisors financial advisor training program on a full-time basis. This is a very structured paid training program. The Financial Advisor in Training will be fully trained and supported with the tools and resources to build an individual practice to serve as an advisor to clients, providing sound financial advice and counsel consistent with the client's goals and risk tolerance, and meet organizational revenue targets. Financial Advisors in Training must pass the Series 7 exam, the Series 66 (or combined 63 and 65), complete online training, participate in classroom training, pass Compliance exams on products and suitability, and complete the activity requirements of the program as preparation for becoming a full-time Financial Advisor. After the full-time structured training program has been successfully completed, team members will enter our FA Graduate Program and participate in the incentive compensation plan.

### **Basic Qualifications**

1+ years outside or inside sales or business development experience or 2+ years work experience in one of the following: entrepreneurial or **U.S. military**. Or BA/BS Degree with 6+ month's business experience in financial services.

### **Minimum Qualifications:**

Strong work ethic and strong drive to succeed; competitive, self-motivated and results-oriented. Demonstrated ability to develop and cultivate relationships. Proven ability to communicate both orally and in writing; proven organizational skills.

Wells Fargo is an Equal Opportunity Employer. We do not discriminate on the basis of sex, race, color, religion, national origin, age, disability, veteran status, or sexual orientation.

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**Preferred Qualifications**

- Prior sales experience
- Prior business owner/entrepreneur
- Demonstrated interest in financial markets and investments
- Prior professional service career (Legal, Accounting, Education, U. S. Military)
- Active Series 6 or Series 7
- 2+ years proven experience building and maintaining professional relationships within the community/market (e.g. through memberships and active participation with community-based organizations in the targeted market)
- College or advanced degree

**Interested parties should contact:**

**Tony Sofia at (314) 875-5723, or email at**  
[anthony.sofia@wellsfargo.com](mailto:anthony.sofia@wellsfargo.com)

Wells Fargo will not sponsor visas for these positions, and will not hire individuals whose work eligibility is based on their F-1 or other student visa status. Candidates must be able to work in the United States on a permanent basis.

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