

Job description

Details of the role	
Department	Wealth Management Department
Job Vacancies	Senior Wealth Executive Positions
Temporary/Permanent	Permanent
Reporting to	Wealth Management Director
Person Specification	
	<p>Goodbody is a leading financial services provider with ambition to significantly grow its presence in the wealth management market in Ireland. Goodbody has over 330 staff across Dublin, London, Cork and Galway and is proud of its strong diverse culture. Goodbody Wealth provides a full range of advice across investment, wealth and financial planning, portfolio management, treasury management, pensions planning, and active trading. Our clients typically include high net-worths, corporates and business directors, trusts and not-for-profit organisations. Our services cover a broad range of activities and our clients are supported by key experts in areas such as pensions, tax, property, and investment management. Our success has been built on providing trusted client solutions to our customers.</p> <p>This is an exciting opportunity for professionals looking to develop a career in wealth management and to join our high performing teams across our offices in Dublin, Cork and Galway in a business which is undergoing significant expansion.</p> <p>The successful candidate should ideally have the following attributes:</p> <ul style="list-style-type: none"> ▪ Experience in a client facing role, with direct client and prospect engagement and relationship management experience ▪ Experience in proactive networking, prospect nurturing, sales pipeline management and execution on sales targets; ▪ Experience of building profile digitally and otherwise in a relevant market segment; ▪ An excellent knowledge of and a strong interest in the international investment environment; ▪ Self-starter with energy, ambition, and a desire to progress in a dynamic environment and marketplace; ▪ Strong interpersonal, numerical, digital, presentation and communication skills; ▪ The ability to gain the trust and confidence of both clients and colleagues and to have the integrity and frame of mind to develop long-term relationships with a broad range of clients; ▪ A proven track record in balancing exceptional client service with challenging business targets; ▪ Significant energy and ambition, both for the business and personal development; and ▪ A proven team player.

Qualifications Required	
Specific industry qualifications	<ul style="list-style-type: none"> Registered Representative Examination/Certificate in Stockbroking or be prepared to sit same in a reasonable timeframe.
Third level	<ul style="list-style-type: none"> A Masters / Primary degree or relevant professional qualification.
Experience required	
Experience Required (Years)	<ul style="list-style-type: none"> Proven experience and a track record in the financial services and investment management business is an advantage but we are also seeking candidates with B2B/professional services sector sales experience seeking a career in our industry. A proven track record of winning new business, together with a track record of working on his/ her own initiative.
Timelines	
How to apply	<p>Please send your Cover Letter and CV careers@goodbody.ie.</p> <p>Closing date for all applications is Wednesday, 10th August 2021</p>

Goodbody is an equal opportunities employer and is committed to fostering an inclusive workplace which values and benefits from the diversity of our workforce.

Goodbody has been a strategic advisor to entrepreneurs, families, private and public companies for over 145 years. We are a full service, investment-led business offering wealth management, asset management and investment banking services. How we work is equally important to us. Deeply proud of our heritage and reputation, quality advice and exceptional client service is at the core of our offering. Thanks to the commitment of all our employees Goodbody was recognised as a Great Place to work in 2018 and 2019. If this sounds like a company you'd like to work with, we'd love to hear from you.

Please read the Goodbody Recruitment Privacy Notice. By submitting your personal data to us, you acknowledge that you have read and understood this Privacy Notice and agree to the use of your personal data in line with this. We will only use the information that we collect about you lawfully in accordance with the Data Protection Acts, 1988 and 2003 and the EU General Data Protection Regulation (GDPR).