Careers at WBI Investments
At WBI, we offer challenging and dynamic career opportunities in a team-focused and collaborative environment.

Equal Opportunity Employer
WBI Investments, Inc. fully subscribes to the principles of Equal Employment Opportunity. It is our policy to provide employment, compensation, and other benefits related to employment based on qualifications, without regard to race, color, religion, national origin, age, sex, veteran status, genetic information, disability, or any other basis prohibited by federal, state or local law. In accordance with requirements of the Americans with Disabilities Act and applicable state laws, it is our policy to provide reasonable accommodation upon request during the application process to eligible applicants in order that they may be given a full and fair opportunity to be considered for employment.

Benefit Offerings
At WBI, we are committed to offering a comprehensive benefits package for eligible employees including health, dental, vision, life insurance, employee assistance programs and additional voluntary benefit offerings.

Full-Time Job Opportunities
- **Internal Sales Associate**
- **Regional Director (multiple positions)**

How to Apply
Submit resumes to WBIHR@wbiinvestments.com

WBI
One River Centre
331 Newman Springs Road
Suite 122
Red Bank, New Jersey 07701

800-772-5810
WBIINVESTMENTS.COM

<u>Internal Sales Associate</u> (Red Bank, NJ)

Position Summary: The Internal Sales Associate is responsible for contacting and profiling new and existing Investment Advisor Representatives (IARs) within a specific geographic territory. Responsible for all meeting planning and scheduling for the Regional Director whether in-person or via WebEx in a defined territory.

Primary Roles and Responsibilities:

- Contact IARs through, but not limited to daily phone calls and emails to introduce WBI and its products.
- CRM utilization and management
  - Identify potential sales opportunities.
  - Generate call lists for a defined territory
  - Continuously track and monitor all calls, emails and notes in the CRM system.
- Profile and educate the perspective and/or current IAR. Match WBI products with advisor needs/wants.
- Effectively and consistently tell the WBI story with passion and conviction.
- Prospecting financial advisors to continuously establish new producers for the territory and WBI.
- Partner with the Regional Director on the execution of a specific territory plan. Manage the territory rotation.
- Responsible for scheduling all WebEx's and in-person meetings for Regional Director.
- Leverage technology to further partner with advisors in the form of WebEx's and conference calls.
- Work towards achieving or surpassing quarterly sales goals.
- Maintain existing advisor relationships by contacting all existing advisors on a monthly basis, and identify new opportunities.
- Provide value added information and excellent client service with existing advisors in order to build the relationship.
- Utilize marketing materials to facilitate the WBI message and continued education.
- Collaboration with all levels within the team and working with other teams
- Other projects and duties as assigned

Required Qualifications:

- Bachelor's degree
- 2-3 years of sales experience, strong drive and self-motivated
- Series 7, Series 66, or both Series 63 and Series 65
- Strong telephonic skills and etiquette

- Excellent presentation skills
- Highly motivated, tenacious and hard working
- Experience using a CRM system
- Effectively listen and establish relationships with financial advisors
- Organizational skills and time management
- Excellent written and verbal communication skills
- Detail oriented
- Strong team building skills
- Proficient with Microsoft Office

Regional Director (multiple positions available)

Position Summary: The regional director directs and closes sales of WBI's Separate Account Portfolio, Mutual Funds, and ETF's through Broker Dealer Channels to Investment Advisor Representatives (IARs), IARs in Wire-House/Bank Channels and to Independent RIA's within a specific geographic territory. The regional director is also responsible for managing the sales within a specific territory and ensure that the sales process and pipeline is managed effectively.

Primary Roles and Responsibilities:

- Build, maintain and develop relationships on behalf of WBI with IARs in a defined territory.
- Direct and close sales of WBI products.
- Develop and manage the territory pipeline.
- Contact IARs through, but not limited to phone calls and emails to schedule regular conference calls, WebEx, or in-person meetings in order to build relationships and close business.
- Partner with the Internal Sales Associate on the planning and execution of a specific territory plan. Maintain a three-month zone rotation on calendar.
- Work towards achieving or surpassing quarterly sales goals.
- Effectively and consistently tell the WBI story with passion and conviction.
- Utilize the CRM system to establish list of hot/warm prospects.
- Provide value added information and excellent client service with existing advisors in order to build the relationship.
- Utilize marketing materials to facilitate the WBI message and continued education.
- Collaboration with all levels within the team and working with other teams.
- Must travel in territory approximately 75% of time.
- Other projects and duties as assigned.

Required Qualifications:

- Bachelor’s degree
- 5+ years of experience as a Regional Director
- Series 7, Series 66, or both Series 63 and Series 65
- Strong telephonic skills and etiquette
- Excellent presentation skills
- Demonstrated professionalism
- Highly motivated, tenacious and hard working
- Experience using a CRM system
- Effectively listen and establish relationships with financial advisors
- Organizational skills and time management
- Excellent written and verbal communication skills
- Detail oriented
- Strong team building skills
- Proficient with Microsoft Office