



**For Superstar Salespeople Only:**

**Title:** Key Account Manager/ External Wholesaler

**Industry:** Financial Services

**Position:** Establishing Relationships with and Selling Investment Advisory Services to:

- Broker/Dealers and Registered Representatives,
- RIA's and Investment Advisor Representatives, and
- Investment Oriented CPA's & Attorneys

**Status:** Independent Contractor

**Compensation:** 100% commission-based compensation.

**Don't even call unless** you are a truly awesome salesperson, have a burning desire to succeed, are extremely customer oriented, highly motivated, and never say die. You develop deep and meaningful rapport with your clients, and communicate with piercing persuasiveness. You believe you can be the best at almost everything you do, and you can prove it. Don't call unless you fit this bill.

We offer an excellent commission structure, and great opportunity for financial independence. Build an empire within our fine and progressive company. We recognize that backgrounds are important, but finding proven top producers is even more so.

**Who should not call:** This position is not for the person looking for a comfortable salaried position and the opportunity to make small incremental commissions.

**Who should call:** This position is designed for the individual who is looking to invest in their self and a business. The ideal candidate will have influence with decision makers in independent and/or insurance based Broker/Dealers or with independent Registered Investment Advisors.

Call Elizabeth Heslop at 770-977-779 between 9-11 a.m. Eastern Time to schedule a phone interview.

**Lindner Capital Advisors 600 Village Trace, Suite 300 Marietta, GA 30067 770-977-7779 [www.lcaus.com](http://www.lcaus.com)**

**Position Description:****Title:** Key Account Manager/External Wholesaler**Location:** Marietta, GA**Work Experience:** 10 Years+**Education:** Bachelor's Degree

Lindner Capital Advisors, Inc. (LCA) is a Registered Investment Advisor, servicing Investment Professionals and their clients by providing a Turn Key Asset Management Solution to wealth preservation and growth. We are currently seeking Key Account Managers/External Wholesalers who are Superstar performers.

**Responsibilities, within assigned territory:**

- Facilitate the signing of new selling agreements with broker/dealers and registered investment advisors with whom LCA does not have an existing relationship.
- Create, maintain and cultivate relationships with Management and Relationship Managers affiliated with broker/dealers and RIA's with whom LCA has a selling agreement.
- Promote LCA's advisory services throughout assigned territory.
- Promote Lindner's affiliation with Dimensional Fund Advisors (DFA).
- Present LCA's sales and marketing presentation to Management and Relationship Managers throughout assigned territory.

**Requirements:**

- Bachelors Degree
- Current Series 7 and 65 preferred
- Minimum five years full-time employment with a financial services company
- Proven selling and relationship building skills
- Proficiency with Microsoft office
- Excellent interpersonal skills and a team player
- Strong planning and organization skills

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