

American Century Investments® is a leading asset manager focused on delivering investment results and building long-term client relationships while supporting research that can improve human health and save lives. It's how we manage money and make an impact.

Description

The Intermediary Sales desk partners to drive sales within the following sales teams: National Accounts, Financial Advisor, Broker/Dealer and Defined Contribution/Investment Only. The financial advisor internal wholesaler is focused on building relationships with wire house and independent advisors.

The primary responsibility of the **Internal Wholesaler –Financial Advisor** is to partner with external wholesaler(s) in a geographical sales territory to generate sales for American Century Investments. This individual is responsible for partnering with their external wholesaler(s) to develop new relationships with financial advisors and manage existing relationships to increase sales of American Century Investments' products. This is accomplished by providing financial insight, product information and value-added sales tools using a consultative sales process. This role provides wholesaling support, primarily by phone, and responds to client requests as needed. Limited travel to the territory is expected. This may involve specific territory management of remote areas and/or responsibilities in support of the department's sales efforts.

Responsibilities

1. Partner with your external wholesaler(s) to sell key funds and promote value added services to our financial advisor relationships and prospects. This involves extensive proactive outbound telephone calls, using a consultative sales process, and documentation of activities in our client management database.
2. Utilize fund analysis and other research tools to strategically leverage our product offerings. Continually build and maintain a working knowledge of American Century's investment management practices, policies, products and value added services. Remain current on events that impact our clients including industry events that impact clients and general market trends.
3. Collaborate with your external partner(s) and internal resources to develop and implement territory business plans to maximize sales.
4. Participate in regional and national conferences as needed. In-person contact with key clients as agreed upon with manager and external partner(s) is also required.

Requirements

- Bachelor's degree in a related field or an equivalent combination of education and work experience.
- Two to three years financial industry experience preferred. Sales experience preferred.
- Demonstrated knowledge of the financial intermediary marketplace. Knowledge of American Century procedural and operational policies preferred.
- Minimum Series 6 license. Completion of Series 7 and 63 required within 3 months of employment date.
- Demonstrated interpersonal, investment analysis, written and verbal communication skills required.
- Working knowledge of Microsoft Office, Morningstar, Morningstar Direct, Outlook and Salesforce CRM software preferred.

Please apply at www.americancentury.com/careers

The above statements are intended to describe the general nature and level of work being performed by people assigned to this job. They are not intended to be a complete list of all responsibilities, duties, and skills required.

EOE Policy Statement

American Century Investments believes all individuals are entitled to equal employment opportunity and advancement opportunities without regard to race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, genetic information, marital status, gender, gender identity, gender expression, age for individuals forty years of age and older, military and veteran status, sexual orientation, and any other basis protected by applicable federal, state and local laws. ACI does not discriminate or adopt any policy that discriminates against an individual or any group of individuals on any of these bases.