



## **Regional Vice President - External Wholesaler**

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### **LoCorr Sales Opportunity**

LoCorr, a leading distributor of alternative/low-correlating investment solutions, is rapidly expanding its sales team. There continues to be a significant shift of asset flows into alternative investment asset classes and we are well-positioned to capitalize on this extraordinary opportunity. We distribute multiple low-correlating investment solutions (including best-in-class alternative mutual funds and other public and private funds) primarily in the Regional, Independent and Wirehouse Broker Dealer channels.

### **Job Description**

#### **The Role**

Do you thrive in a dynamic environment, within a rapidly growing industry, where you can have a direct impact on future growth? As part of our distribution team, you will be responsible for promoting and consultative selling a suite of solutions to current and prospective financial advisors across multiple distribution channels. This is a highly lucrative opportunity that allows you to gain exposure and focus on a career in sales. We are looking for someone who is very competitive, goal oriented and can sustain high levels of activity.

#### **The Impact**

Your contribution and dedication to your role is critical as you have a direct impact on sales generation. By presenting the LoCorr message to financial advisors, you can help educate on how our approach may better fit the clients' needs for risk management and diversification.

#### **What's in it for you?**

- Direct impact on raising assets for the firm
- Significant growth potential
- Collaborative work environment, with regular mentoring from peers and leadership
- High visibility role, interacting with advisors daily, and impacting the profitability of the firm

#### **Role & Responsibilities**

The primary goal of this wholesaling opportunity is to grow overall sales in the territory across the multiple distribution channels we serve through the following responsibilities:

- Create and identify sales opportunities by proactively marketing LoCorr's suite of solutions to financial advisors
- Cultivate new relationships with targeted prospects and deepen ongoing engagement with existing clients
- Expand brand awareness of LoCorr in the marketplace
- Maintain a keen understanding of marketplace dynamics and client needs through the positioning of the LoCorr message
- Utilize an educational and consultative approach to educate and sell the benefits of LoCorr offerings within a well-balanced portfolio
- Work closely with Internal Sales Partner to grow producing advisors, schedule meetings, and expand reach of distribution
- Maintain contact management database and create proactive campaigns based on territory opportunities

## **Key Attributes**

- Ambition, passion, drive and a hunger for sales
- Exceptional presentation skills
- Natural ability to build relationships
- Excellent organizational, communication, and interpersonal skills
- Goal and action oriented, with ability to organize, multi-task and prioritize
- Bachelor's degree in business or finance preferred
- 5 yrs+ industry and sales experience preferred
- Technologically proficient and knowledgeable in the use of Salesforce CRM and MS Office Suite
- FINRA Series 7 and 63

## **Benefits Offered**

- 401(k)
- 401(k) Matching
- Paid Time Off
- Parental Leave
- Health Insurance
- Dental Insurance
- Vision Insurance
- Healthcare spending or reimbursement accounts such as HSAs or FSAs
- Retirement Benefits or Accounts
- Flexible Work Schedules
- Flexible Spending Account
- Referral Program

**Job Type:** Full-time

**Work Location:** Four Corners - AZ, CO, NM, UT (Remote Work) or

Texas (Remote Work)

**Experience:** 5+ years in Sales (Preferred)

**Education:** Bachelor's in business or finance (Preferred)

**License/Certification:** FINRA Series 7 and 63 required