

Financial Representative

Job Description

The Northwestern Mutual Financial Network offers a personalized approach to uncovering financial solutions tailored to each client's individual needs.

Financial representatives with the Northwestern Mutual Financial Network provide expert guidance and innovative solutions to help meet a client's financial goals and objectives at every life stage. We offer exclusive access to insurance products from a top-rated company, The Northwestern Mutual, as well as an array of quality financial products and services available through the company's subsidiaries and affiliates.

Duties and Responsibilities:

Financial Representatives execute our sales process with prospective and existing clients, which include: Prospecting, Telephoning, Approach, Fact-finding, Closing and Follow Through. In addition to the sales process, Financial Representatives analyze a client's personal financial goals and create a written analysis. In conjunction with the analysis the Representative provides specific recommendations as to which products would appropriately suit the clients expressed need within his/her budgetary constraints.

What we have to offer:

- A comprehensive initial and ongoing training program
- A fast paced values driven environment
- Financial rewards for your work
- Paid Licensing (Securities and Insurance)
- Individualized Mentorship Program
- Business coaching
- Exclusive access to quality products
- An opportunity to participate in a Leadership Development Program

Northwestern Mutual Information

Northwestern Mutual has consistently earned the best possible financial strength ratings from the four major financial ratings services. (A++: A.M. Best (March 2010); AAA: Fitch Ratings (May 2010); AAA: Standard & Poor's (March 2010); Aaa: Moody's Investors Service (March 2010). We have also been named as one of "The Best Places to Launch a Career" in BusinessWeek, September 2009.

Northwestern Mutual's insurance financial strength ratings: Moody's - Aaa, 3/2010; Standard & Poor's - AAA, 3/2010; Fitch Ratings - AAA, 5/2010; and A.M. Best Company - A++, 3/2010. All ratings are subject to change.

Northwestern Mutual Financial Network is the marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Company, Milwaukee, WI, (NM) and its subsidiaries. Long-term care insurance is offered through Northwestern Long Term Care Insurance Company, Milwaukee, WI, a subsidiary of The Northwestern Mutual Life Insurance Company, Milwaukee, WI. Northwestern Mutual Wealth Management Company (WMC), Milwaukee, WI, a subsidiary of NM, is a limited purpose federal savings bank authorized to offer a range of financial planning, trust, fiduciary, investment advisory and investment management products and services. WMC is not a broker-dealer. Securities and investment advisory services are offered through Northwestern Mutual Investment Services, LLC, Suite 600, 611 E. Wisconsin Avenue, Milwaukee, WI 53202, 1-866-664-7737, a subsidiary of NM, broker-dealer, registered investment adviser, and member FINRA and SIPC.