Regional Manager – Financial Advice

Our bold vision is to become Australia's leading wealth management firm, that empowers everyday Australians to live their best life through convenient access to affordable financial advice. We are in the business of understanding people and their needs, goals and dreams. We work with our clients to identify their goals and, being non-aligned to any institution, we use the right financial strategies and tools from across the marketplace to help bring those goals to fruition. The national expansion of our business provides opportunities for those who want to be part of our continuing success story.

The Regional Manager will be responsible for growing the Financial Advice channel by supporting the General Manager of Financial Advice, and leading and managing a group of Financial Advisers to deliver the Infocus Group strategy. This role contributes to the overall success of the Infocus Group by supporting and delivering the strategic and tactical plans to meet the group's strategic objectives in profitable expansion of its Financial Advice footprint nationally. The specific responsibilities of the role include:

- Supporting a team of Advisers to enable them to execute the Financial Advice channel strategy and ensure the delivery of strategic and commercial objectives within their allocated region
- Leading a team of high performing Advisers to deliver on the business and sales plan
- Delivering profitable growth within the region
- Meeting or exceeding sales targets associated with:

    - Profitable growth within a managed risk framework from all financial advisers within the region
    - Increasing utilisation of Infocus Invest model portfolios, subject to all regulatory obligations

- Managing costs and controlling budget for the region by managing budgeted expenses and revenues accordingly
- Establishing and maintaining a network of contacts, connections and relationships within the industry
- Managing special projects from time to time
- Identifying and managing risks in accordance with the Infocus Group Risk Management Framework

To be successful in this role, you will require:

- Previous experience managing a group of Financial Advisers
- Demonstrated ability to successfully support and manage a team of Financial Advisers, to ensure delivery of identified targets
- Expertise in the financial advice / wealth management industry
- Appropriate qualifications (tertiary or recognised current industry criteria)

To be considered for this role send your CV and a cover letter outlining how your skills and experience align to the position to:

careers@infocus.com.au