



## About Summit Financial Group

Summit Financial Group is an established financial planning and wealth management firm built on long-term relationships and shared success. Our culture is grounded in three core values: **be hungry, care about people, and do it right**. These values guide how we serve clients, support one another, and grow as a firm.

## What You'll Do

The Associate Advisor role serves as a foundational pillar of the advisory team, partnering closely with Senior Advisors to deliver a high-touch, detail-driven client experience while building the skills, confidence, and judgment needed to independently manage client relationships over time.

You will be deeply involved across the full lifecycle of client service and financial planning execution—preparing for client meetings, gathering and analyzing data, drafting financial plans, implementing recommendations, and ensuring timely follow-through on action items to ensure clients feel supported and confident in their relationship with Summit.

In close collaboration with Client Services, Operations, and Compliance, you'll help drive accuracy, efficiency, and a seamless client experience. With structured coaching and mentorship, this role is designed for someone eager to learn, motivated by long-term career growth in wealth management, and interested in exploring a range of future paths, whether that means taking on greater responsibility within the firm, pursuing long-term partnership opportunities, or ultimately building and leading a practice of your own.

## Who Thrives Here

The right person for this role is **hungry**—motivated, proactive, and energized by growth. You **care about people**, showing empathy, professionalism, and follow-through in every client interaction. And you are committed to **doing it right**, with a strong attention to detail, integrity, and accountability.

You enjoy learning, welcome feedback, and take pride in mastering both the technical and interpersonal sides of advising. You're excited by the opportunity to build a long-term career and make a meaningful impact on clients' financial lives.

### **Qualifications**

- Bachelor's degree or equivalent experience required
- Series 7 and 66 (or 63 and 65 in lieu of 66) or earned within 180 days\*
- CA Insurance License or earned within 120 days
- Experience leveraging a CRM system
- Experience with Financial Planning software is preferred: e-Money, Right Capital, Money Guide Pro etc.
- Microsoft 365 experience is desirable.

### **Benefits**

- **Competitive base salary** with performance-based bonus opportunities
- **100% employer-paid medical premiums** for employees (PPO & Kaiser options)
- **\$2,500 annual employer HSA contribution**
- **401(k) with company match** plus discretionary profit sharing
- **Generous PTO program** that scales with tenure (up to 26 days annually)
- **Tuition & professional designation reimbursement**
- **Dependent care reimbursement** (up to \$5,000/year)
- **Company-paid life, AD&D, and long-term disability coverage**
- **Employee Assistance Program** for employees and immediate family
- **Estate planning reimbursement**
- **Charitable giving match program**
- **Employee referral bonuses**

Summit Financial Group is committed to creating a diverse and inclusive environment where individuals learn from one another and bring their full selves to work. We celebrate diverse backgrounds, experiences, and perspectives and are proud to be an equal opportunity employer.

*\* Continued employment at Summit Financial Group is contingent upon passing the SIE and the Series 7 within the required timeframe.*

Please email [jobs@summitadvisors.com](mailto:jobs@summitadvisors.com) if interested.