Associate Regional Director

Overview:

TriState Capital is seeking an Associate Regional Director to broaden our existing client relationships and seek new business opportunities in a defined geography while working from our Pittsburgh offices. Successful candidates will proactively contact financial advisors in the Wirehouse, RIA, and Independent channels to assist them in implementing our investment management strategies to include Berwyn Funds, Chartwell Funds, and Chartwell separately managed accounts.

Company Description:

TriState Capital Holdings, Inc. (NASDAQ: TSC) is a bank holding company headquartered in Pittsburgh, Pa., providing commercial banking, private banking and investment management services to middle-market companies, institutional clients and high-net-worth individuals. Its TriState Capital Bank subsidiary had $5.1 billion in assets, as of June 30, 2018, and serves middle-market commercial customers through regional representative offices in Pittsburgh, Philadelphia, Cleveland, Edison, N.J., and New York City, as well as high-net-worth individuals nationwide through its national referral network of financial intermediaries. Its Chartwell Investment Partners subsidiary had $9.6 billion in assets under management, as of June 30, 2018, and serves as the advisor to The Berwyn Funds and Chartwell Mutual Funds.

Essential Tasks include:

- ✓ Collaborate with external sales partner / sales management in creating and implementing a business plan to expand our relationship with existing clients (financial advisors).
- ✓ Collaborate with external sales partner / sales management in creating and implementing a business plan for identifying potential new clients (financial advisors).
- ✓ Take the lead on certain aspects of the business plan, while also managing the follow-up for the efforts of external sales partner.
- ✓ Analyze each step of the sales process so as to have a keen awareness of progress towards defined goals.
- ✓ Oversee the interaction of other TriState professionals with our clients and prospects.
- ✓ Present all of TriState's product offerings to our clients to help them understand how we complement their business.
- ✓ Manage internal and external pipeline to generate mutual fund and separate account sales by working with external sales partner, service team specialists, and portfolio managers.

Preferred Qualifications:

Education/Training:

Bachelor's Degree in financial related discipline.

Experience:

Minimum of 1 year of financial services experience, including previous experience in financial sales or client services, with demonstrated achievement of goals.

Licenses/Cert.:

Series 7 license, or willingness to obtain a Series 7 license as a requirement of employment in this role.

Skills/Abilities:

Excellent communication and interpersonal skills. General knowledge of mutual funds and separately managed accounts a plus.

Other:

- ✓ Entrepreneurial : Willingness to make independent decisions and improve processes that contribute to the territory business objectives
- ✓ Creativity: Develops innovative ways to demonstrate to our clients best practices in implementing Tristate strategies and help them identify investment opportunities
- ✓ Competitiveness: Motivated by being in a professionally competitive atmosphere
- ✓ Curiosity: Interested in understanding capital markets and how individual investors utilize asset management/banking products to achieve their financial goals
- ✓ Ethical: Unwavering commitment to doing what is right for the client and for the company

Compensation:

Competitive base salary, bonuses based on achievement of goals, comprehensive benefits package to include 401(k) plan.

This position description should not be understood to imply that these requirements are the only duties, responsibilities, and qualifications for this job. Incumbents may be required to follow any additional related work as required. The position description is not a contract for employment.