

College Financial Representative (CFR) Post-Graduate Program

Job Description

Date of Availability: Year-Round Opportunities

Visit our website: www.greatermilwaukee.nm.com

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For soon to be Graduating Seniors (August 2019 or December 2019):

Outstanding graduating seniors will be given the opportunity to participate in an intense educational experience that could lead to a long-term career in financial planning. If you have an entrepreneurial spirit, want real-world business experience and are looking to make a difference, then a career with Northwestern Mutual could be the place for you. Our College Financial Representative (CFR) Post-Graduate program has been highly rated due to its mentorship and career advancement opportunities, resume enhancement and unique appeal. But that's just the beginning, other benefits include:

- Practical guidance in your career development
- Development of networking and business relationship skills with the guidance of a mentor
- Flexible work schedule correlated with entrepreneurial role
- Securities registration and state licenses for life, health and accident insurance
- Compensation in the same manner as a full-time Financial Representative – commission is based on sales, along with paid professional development training and earned stipends based on production goals/milestones
- An opportunity to get a head start on a career as a Financial Advisor

Our post-graduate program is modeled after the success of our traditional college internship program with an accelerated transition into a full-time opportunity. Graduating seniors will test-drive the career following their final semester at college. One out of three former post-graduate interns become a full-time Financial Advisor following the experience. Our program will give you a solid foundation of business-building skills and knowledge for immediate and future career success.

*We are among the "World's Most Admired" life insurance companies according to *Fortune Magazine's* annual survey

Preferred Major/Background: Open

Responsibilities:

Like fulltime Financial Advisors, Post-Graduate Financial Representatives strive to understand their client's goals and visions in order to uncover financial solutions that put them on a path to success. Post-Graduate Financial Representatives are in business for themselves- but they are not alone to uncover financial solutions that put them on the path to success. Post-Graduate Representatives work very closely with leaders in the company such as College Unit Directors, Managing Directors and mentors.

What we are looking for:

- Students who have an expected graduation date of August 2019 or December 2019
- Outstanding intrapersonal and communication skills
- Exceptional work ethic and determination to achieve goals
- A history of demonstrated personal success in leadership
- Students who have integrity, values and solid ethics
- Candidates who are determined to succeed and are coachable
- Have goal oriented/competitive natures
- Have a strong natural market or strong relationships in the area in which they will be working