Esme Soto

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SUMMARY

Enthusiastic Wealth Management Associate with over three years' experience helping clients find the right financial solutions. Passionate about building robust client relationships and improving their financial well-being. Experience includes tailoring financial advice through thorough analysis. Strong communicator, eager to engage with a diverse clientele and foster enriched interactions. Committed to growing professionally within a dynamic team focused on client satisfaction. Looking forward to sharing expertise in financial planning and implementation of strategies that address unique needs.

EXPERIENCE

Wealth Advisor
January 2023 - Present

Wealth Management Group — *Chicago, IL*

Build effective client relationships while advising on financial strategies tailored to individual goals. Specialize in understanding client needs and developing fit-for-purpose financial plans. Diligently conduct analyses to enhance investment strategies. Contribute actively to team initiatives aimed at community engagement through educational workshops.

- Develop strong client relationships providing customized financial advice and guidance.
- Create personalized investment strategies after conducting thorough financial analyses.
- Collaborate with peers to lead educational workshops for potential clients, enhancing outreach.
- Ensure confidentiality in managing sensitive financial data, implementing necessary security protocols.

Junior Financial Consultant
June 2021 - December 2022

Financial Solutions Inc. — *Peoria, IL*

Supported senior consultants by preparing comprehensive financial plans and liaising directly with clients during meetings. Ensured client financial goals aligned with suggested product offerings. Maintained precise client records while ensuring stringent confidentiality protocols were followed.

- Engaged in client meetings demonstrating product knowledge and addressing client concerns effectively.
- Assisted in crafting detailed financial plans attuned to client objectives.
- Maintained organized and secure client documentation following regulatory standards.
- Provided insights on product offerings using industry expertise to enhance client experience.

Intern
June 2020 - August 2020

Investment Strategies LLC — *Bloomington, IL*

Gained practical exposure to financial consulting through hands-on involvement in meetings and market research. Contributed to developing educational materials for clients regarding various investment choices.

- Assisted senior consultants during client meetings, learning from firsthand experience.
- Conducted insightful market research identifying opportunities likely beneficial for client portfolios.
- Produced educational presentations supporting client engagement and effective communication.
- Learned about maintaining authenticity in advisory roles while handling confidential information.

LEADERSHIP & AWARDS

- Winner of 'Most Improved Team Player' Award at Wealth Management Group.
- Recognized as 'Employee of the Month' for exceptional client feedback and engagement.

EDUCATION

Bachelor's Degree in Finance
2020

University of Illinois GPA: 3.6 — *Chicago, IL*

Coursework: *Investment Management, Financial Planning, Risk Management, Portfolio Analysis*

CERTIFICATIONS

- State Life & Health License 2023
- SIE License 2023

TECHNICAL SKILLS

- **Financial Tools:** Morningstar, Bloomberg, Salesforce
- **Presentation Software:** PowerPoint, Prezi, Google Slides

- **Data Analysis Tools:** Excel, Tableau, R
- **Financial Planning Software:** eMoney, RightCapital, Mint
- **Communication Platforms:** Zoom, Microsoft Teams, Slack
- **Project Management Tools:** Trello, Asana, Monday.com
- **Research Databases:** FactSet, IBISWorld, Statista
- **Legal Compliance:** FINRA, SEC Regulations, IRDA Guidelines
- **Customer Relationship Management:** HubSpot, SalesForce, Zoho CRM
- **Social Media Platforms:** LinkedIn, Facebook, Twitter

SKILLS

- Client Relationship Management
- Financial Analysis
- Communication and Presentation
- Market Research
- Investment Strategy Development
- Workshop Facilitation
- Data Management
- Risk Assessment
- Networking
- Financial Product Understanding
- Strategy Implementation
- Customer Service
- Regulatory Compliance
- Lead Generation
- Portfolio Management
- Educational Outreach

PROFESSIONAL AFFILIATIONS

- Financial Planning Association member focused on continuous professional development.
- Active participant in local investment clubs encouraging financial literacy.

LANGUAGES

- English (Native)
- Spanish (Proficient)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST