Esme Soto

Wealth Management Associate

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STRENGTHS

Exceptional Communication Skills
Articulate complex financial concepts in an accessible manner, aiding client comprehension.

Strong Relationship Builder
Nurture lasting client connections that build trust; clients often return for continued engagement.

Analytical Thinker
Effective in evaluating financial scenarios; recommend strategies tailored to budding needs.

Detail-Oriented
Meticulously maintain compliance within all documentation, reinforcing confidence in services.

Team Collaborator
Proactively partner in collective projects promoting financial education and insight expansion.

SKILLS

Client Relationship Management

Financial Analysis

Communication and Presentation

Market Research

Investment Strategy Development

Workshop Facilitation

Data Management

Risk Assessment

Networking

Financial Product Understanding

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

Wealth Management Group | January 2023 - Present | 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

Financial Solutions Inc. | June 2021 - December 2022 | 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

Investment Strategies LLC | June 2020 - August 2020 | 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

University of Illinois | GPA: 3.6 | 2020 | Chicago, IL

Strategy Implementation

Customer Service

Regulatory Compliance

Lead Generation

Portfolio Management

Educational Outreach

LANGUAGES

English Native

Spanish Proficient

MY CAREER

- Wealth Advisor at Wealth Management Group (3.4 Years)
- Junior Financial Consultant at Financial Solutions Inc. (1.5 Years)
- Intern at Investment Strategies LLC (2 Months)

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

PROFESSIONAL AFFILIATIONS

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

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST