



### **Field Sales Professional – Rochester, NY (Remote)**

John G. Ullman & Associates, Inc. has an exciting opportunity for a Field Sales Professional to join our team.

If you are interested in working remotely from your home in the Rochester, NY area and you enjoy networking and building relationships, this is an opportunity to play a significant role in the firm's strategic plan to grow and expand our business.

Reporting to the Director of Business Development and working in collaboration with the firm's Financial Advisors, this position will focus on generating leads using a relationship-based approach that will involve establishing networks and developing meaningful relationships with referral sources and prospective clients. The Field Sales Professional will develop strategies to attract and acquire groups and/or individual prospective clients and develop relationship management initiatives in partnership with the Director of Business Development and the Financial Advisors to convert prospective clients into new business for the firm.

Successful candidates must have a Bachelor's Degree. Candidates must be self-driven, highly organized, have strong time management skills, pay close attention to details, have strong interpersonal skills, and have demonstrated the ability to effectively interact with a wide-range of people.

This is an exciting opportunity for a consultant who is interested in re-entering the private sector; for candidates who want to make a career change and are interested in transitioning into the financial services industry; and /or candidates who are interested in re-entering the workforce.

If you are interested in applying, please e-mail your letter of interest and resume to Scott Schoonover, Director of Human Resources at [schoonovers@jgua.com](mailto:schoonovers@jgua.com). Please indicate you are applying for the Field Sales Professional position and use reference code JGUA-FS (Rochester-Remote).