



Opportunity:

Market Advisor

Position Profile

The Market Advisor is the sales and service provider for Stewart-Peterson Group's full service retail brokerage business. The market advisor prospects for new business primarily by phone, and occasionally by seminars and trade shows. The market advisor sends out new account paperwork and closes the business. Once an account is sold, the market advisor calls the client with market recommendations and implements the trades. The market advisor manages trade positions for their clients on a daily basis and is financially responsible for any erroneous trades and account deficits. The market advisor can sell the full range of products offered by Stewart-Peterson; discount brokerage, advisory reports, full service brokerage, Hedge Plus and Market360.

Candidate Profile:

- Series 3 license
- Knowledge of options and futures contracts and trading
- Driven, independent, self-starter
- Able to handle prospecting rejection
- Able to handle customers who experience trading losses
- Excellent phone communication skills
- Some farm or agricultural background or demonstrated ability to communicate with farmers
- Service oriented with a mission to help farmers / investors
- Detail oriented and organized
- Good financial /numerical skills
- Able to stay focused and concentrate in an open trading style office environment
- Good follow-up skills

Education:

Training or coursework in agricultural economics strongly recommended. Agricultural background or degree strongly recommended.

Compensation:

This is a fully commissioned full time position. Some modest start-up pay is available.

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