Investment Adviser

The Position

Investment Advisers build and manage investment portfolios that meet client needs. Investment Advisers are responsible for building a client base, developing investment strategies, conducting analysis to insure investments are consistent with client objectives, and acting as the trusted adviser in all aspects of the client relationship.

About the Firm

Murphy Pohlad Asset Management, located in Eden Prairie, is an independent registered investment advisory firm, managing tailored investment portfolios.

Our mission and organizational design is focused on the efficient delivery of services designed to meet client objectives. Our clients consist of high net worth families and individuals.

Our advisory services include integrated cash flow analysis, portfolio accounting that integrates each component of a client's investment portfolio, charitable gifting strategies, advice on corporate stock plans and deferred compensation arrangements and management of concentrated stock positions.

Investment portfolios are designed to meet the objectives of each individual client.

Key Areas of Responsibility

Build upon your network of relationships to engage with prospective clients.

Assess the financial needs, investment perspective and emotional tolerance towards risk of prospective clients.

Design and present investment advisory proposals tailored to the prospective client's needs.

Apply your consulting and communication skills to convert prospects to clients.

Manage client investment portfolios and sustain client relationships built on trust and integrity.

Partner with Financial Managers and other Investment Advisors to ensure highly responsive client service.

Collaborate with the client's tax and legal advisers to provide integrated and holistic advice.

Contribute to MPAM's equity and fixed income analysis.

Your Professional Qualifications

Undergraduate degree required – Finance, Accounting, Business Administration or Liberal Arts preferred

Demonstrated experience in providing investment, accounting, or legal advice.

Personal and professional relationships that will engage with you as you build your client base.

Professional designation of CPA or CFP beneficial

Strong orientation to detail, organization, and a track record of achieving goals.

Must maintain a high level of confidentiality (subject to signed confidentiality agreement)

Exceptional analytical and communication skills

Your Personal Attributes

Trust - You are the trusted person for family and friends when a financial, investment or tax question arises.

Client Focused – You are passionate about serving clients and participating in meeting their advisory needs.

Relationship Building - You see clients first as people and secondly as business partners. You value relationships versus transactions. You are excited to grow a business by building a client base and managing portfolios.

Communication - You are a willing listener and a learner. You communicate well in writing or verbally.

Problem solving – Your see patterns where others see clutter. You are attentive to the details and enjoy solving problems.

Team Player – You enjoy being a part of a team and contributing to results.

Curiosity - You have an intrinsic interest in the elements of a good investment and are driven to apply that curiosity to managing portfolios.

Integrity - You believe in integrity – always.

Balance – Your work is an important source of fulfillment and you have a life outside of work.

Mindful Determination - Your successes have resulted from thinking, planning, disciplined decision making, hard work, and focused execution.

We Offer

A collaborative environment as a foundation to build a client base. Supported by investment management staff experienced throughout a range of market cycles.

Analytical tools and resources to support investment analysis and portfolio management.

Personal development growth opportunities, including a path to long term opportunity for management and leadership, and equity ownership.

An inclusive work environment where every person is given the encouragement, support, and opportunity to be successful.

Compensation based on the investment advisory fees paid by the client base you attract and serve.

A comprehensive benefits package.

How to Apply

Apply via email to employment@murphyllc.com with a resume and a cover letter attached.

Our Values

Relationships – Building win-win relationships with all constituencies.

Integrity – Doing what we say we will do.

Respect – Treating our clients, co-workers, and vendors with the utmost respect.

Communication – Connecting directly with clients in a pro-active and responsive manner.