



COMPLIANCE DIRECTOR/MANAGER (2)

Client Information

Our client markets & sells variable & fixed annuities, life insurance & investment management products through a variety of intermediary distribution channels, including wirehouses and regional brokers/dealers, marketing general agents, independent planners, bank reps & corporate specialty brokers.

This position requires a strong compliance director, having a minimum of 5-8 years of progressive corporate and line experience in an organization operating in a fast-paced environment.

Location

The positions will be located at the client's office in Philadelphia, PA and/or Hartford, CT.

Compensation

A competitive salary and bonus opportunity will be offered.

Position Dimension & Key Responsibilities

- Conduct regulatory review and overall business evaluation of advertising and sales literature produced to ensure compliance with NASD, SEC and state securities and insurance regulations. Responsible for approval/disapproval for use and appropriate regulatory filings with the NASD
- Responsible for maintaining compliance files to satisfy NASD data retention requirements. Also responsible for proactively addressing advertising violations, bringing them to management's attention and assisting in their resolution
- Serve as a Technical Resource to the Marketing Staff and Marketing Communications Directors within the various channels
- Candidate must be an experienced sales and advertising material reviewer with Investment Company (Mutual Fund), Variable Annuity and Variable Life Insurance background required. Candidate should also have a strong general compliance background. Candidate must also possess the NASD Series 7 and Series 24 designations and obtain Series 66 within the first year
- Candidate needs to have a thorough understanding of self-regulatory organizations, legal obligations of the broker/dealer, investment advisor

- Candidate should have excellent relationship skills and be able to partner effectively with Marketing in order to craft solutions which effectively balance business needs with compliance and legal risks

Ideal Candidate Profile

- The position requires a strong compliance manager having a range of 3-5 years of progressive corporate and line experience in an organization operating in a fast-paced environment
- Team orientation - "roll-up-the-sleeves" style
- The preferred candidate will possess a strategic and conceptual understanding of the role of the compliance function and excel at its practical application
- Confident, analytical orientation "observe and persuade" style
- Must possess strong negotiating, written and oral communication skills
- An advocate of ideas and issues in a cooperative, non-bureaucratic fashion. An "influencer and catalyst for change"
- Ability to successfully implement recommendations and deliver on project due dates
- Must be viewed as a "knowledge source"
- Good listener and observer who can exert influence and be able to communicate and negotiate effectively with all levels of management
- Pragmatic/problem solver

Education

Legal degree not required, but would be a plus.