

IMD, Private Wealth Management – Private Wealth Advisor Summer Associate (multiple locations)

JOB SUMMARY & RESPONSIBILITIES

YOUR IMPACT

We are looking for dynamic, quick-thinking self-starters with an entrepreneurial spirit, a passion for the financial markets and the desire to build your own business. Our Private Wealth Advisors serve as trusted advisors to a diverse range of clients including high net-worth individuals and families, entrepreneurs, senior executives and non-profits. We are looking for professionals with strong interpersonal skills who have the ability to thrive in an environment where innovative thinking, tenacity and determination are essential to building a successful business.

OUR IMPACT

Goldman Sachs Private Wealth Management (PWM) specializes in creating comprehensive wealth management plans for high net worth individuals and families, as well as select institutions, including foundations and endowments. PWM Teams work one-on-one with clients to advise and deliver customized strategies drawn from our deep investment experience, diverse wealth management capabilities and global reach. Our Private Wealth Advisors (PWAs) deliver an unparalleled investment platform inclusive of the full product offering of Goldman Sachs and external managers. Additionally, our service suite includes tax and estate planning, philanthropic planning and private banking and lending services.

10-WEEK PWM SUMMER ASSOCIATE PROGRAM – HOW YOU WILL FULFILL YOUR POTENTIAL:

- 3 weeks in New York for training on our PWM business including strategies for effective business development, enhancing your investment acumen and understanding our platform and strategies and begin building a strong internal network
- 7 weeks in your regional office, where Summer Associates rotate with PWM teams to experience first-hand the role of the PWA and how we build our client franchise and serve as a trusted advisor
- Engage with senior leaders at the firm during New York Training
- Leverage your unique background and experiences to build a client-focused business within Goldman Sachs
- Create a unique new business sourcing strategy and assist teams with their process
- Learn the skills needed to build relationships with clients and prospective clients
- Hone communication and personal effectiveness skills through mock client simulations, projects and presentations
- Over time develop an understanding of how to advise and deliver customized strategies drawn from our deep investment experience, diverse wealth management capabilities and global reach
- Develop a unique business plan and personal investment philosophy
- Access the global cross-divisional resources of Goldman Sachs to address a wide range of client and team priorities

WHERE WILL YOU MAKE AN IMPACT

Our Private Wealth Management business spans the globe, with the following locations in the Americas: Atlanta, Boston, Chicago, Dallas, Houston, Los Angeles, New York, Miami (Domestic and Latin America coverage), Philadelphia, San Francisco, Seattle, Washington, D.C. and West Palm Beach.

QUALIFICATIONS

SKILLS & EXPERIENCE WE'RE LOOKING FOR

- Record of academic and professional achievement
- Entrepreneurial spirit coupled with a desire to work in a team-oriented environment
- Excellent interpersonal skills and ability to build and foster a strong network of relationships
- Creative approach to problem solving and developing innovative solutions for clients
- Self-motivated and able to work in an autonomous, yet collaborative environment
- Demonstrated interest in financial, economic and global capital markets
- Strong client focus, business development and relationship management skills
- Strong analytical and communication (oral and written) skills
- Commitment to excellence and a high level of integrity
- Prior sales, fundraising, business development or investing experience a plus, but not required

APPLICATION PROCESS (BOTH STEPS ARE REQUIRED):

1. Register with your School Career Center in order to drop your resume.
2. Complete the [Goldman Sachs online application](#) [including GPA] by your school's deadline. You may express interest in up to three different location and division combinations through this application. The division selections are determined by the location you select. If you do not see the divisions that are of interest to you, please consider choosing an alternate location.