

GOULD ASSET MANAGEMENT LLC

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Gould Asset Management, a young and rapidly growing Southern California registered investment adviser with more than \$250 million in assets under management, is seeking a director of sales and marketing to lead the company to its next level of success.

The company principally serves high net worth individuals through discretionary separate accounts. Its business among small-to-medium sized institutions - including pension funds, endowments and foundations - shows promise.

Gould offers a variety of investment strategies designed to enable the company to address a wide range of investment objectives. The strategies employ individual stocks and bonds, mutual funds (including ETFs), and options. Gould's typical client is 50 years of age or older, has investable assets of at least \$2 million, and is moderately conservative with respect to risk tolerance. The company seeks to offer customized solutions that adapt to each client's specific requirement.

Gould presently obtains its clients in many ways, including: direct relationships with Gould senior management; referrals from centers of influence, such as attorneys and CPAs; and compensated third-party solicitors such as broker-dealer Investment Adviser Representatives.

More information on Gould can be found at our website: www.gouldasset.com.

We are looking for someone who can quickly grasp the firm's investment strategies and strengths, and then formulate and implement a plan for building the company's assets under management consistently over time.

The successful candidate will have ALL of the following qualities:

- A strong work ethic and a tenacious, persistent attitude toward achieving success.
- The ability to design and implement a successful plan for increasing assets under management on a consistent basis over time.
- Outstanding sales skills with prospective clients and their representatives. The ability to close business independently and meet sales goals.
- A high level of financial education background, for example, an MBA in finance and/or a CFA, or comparable demonstrated knowledge gained through work experience. The ability to master new topics quickly.
- Top communication skills, both written and oral, and excellent public speaking skills. The ability to explain and articulate complex strategies across a wide range of audiences.

- A team player who can work well within a small company and enlist the cooperation of others.
- A creative mind for marketing, and an open mind in exploring new avenues of distribution for expanding the business.
- Absolute integrity and highest ethical standards.
- A strong desire to achieve substantial compensation through a results-based incentive package.

In short, you need to be hard-working, ambitious, sharp, creative, and versatile.

We offer the following:

- A full-time, high profile position, reporting directly to company president Don Gould.
- A competitive compensation package with a substantial incentive component and outstanding upside potential.
- An intellectually stimulating work environment.
- A suburban work setting in Claremont, California, home of the nationally respected Claremont Colleges and one of the most desirable residential locations in Southern California. Excellent public schools. 15 minutes to a major regional airport (ONT).
- Health and dental benefits (after 90 days).
- Defined contribution plan with company matching.

If you think you fit our job description, please send a cover letter and your resume to Natalie Blickenstaff at nblickenstaff@gouldasset.com. Thank you for your interest.