

## FAA

### Military Veteran Program Manager

#### POSITION SUMMARY

Morgan Stanley has demonstrated ongoing commitment to the support of military veterans. As a component of that commitment, the FAA Selection and Development Group is looking to leverage its strategy and resources to help onboard and support veterans at Morgan Stanley Wealth Management.

The Military Veteran Relationship Manager will support the recruiting and training of qualified veterans seeking a career as a Financial Advisor. The Relationship Manager will also facilitate the introduction of interested and qualified veterans to the hiring teams in other Morgan Stanley departments.

#### ESSENTIAL JOB FUNCTIONS

Primary responsibilities include:

- Work in full partnership with Morgan Stanley's Selection and Development Group to drive the recruiting and retention of high quality veterans
- Design and oversee productive mentoring relationships between Financial Advisor Associates and members of the Veterans' Employee Networking Group
- Serve as a resource to FAAs, helping with issues ranging from product knowledge, training, compensation, business planning, and goal setting.

Secondary Responsibilities

- Strategically enhance and originate relationships with Veteran organizations
- Gather competitive data, industry trends, and labor market conditions and translate these to successful search strategies
- Assist in the implementation of Veteran sourcing events throughout the country and proactively build the candidate pipeline for the events

#### KNOWLEDGE AND SKILLS

- Bachelor's degree or equivalent experience
- Minimum 5-8 years' experience in sourcing, recruiting and selection,; experience in Financial Services industry a plus
- Knowledge of recruiting sales professionals
- Exemplary social media recruiting experience including to LinkedIn, Twitter, Facebook, etc.
- Understanding of traditional and innovative recruiting methods, selection and qualification tools, and hiring/on-boarding procedures
- Strong interpersonal skills, with ability foster strong relationships among the team, and with Associates,
- Ability to interact effectively at all levels of the organization
- Excellent verbal and written communication skills
- Excellent customer service skills to assist internal customers in resolving issues while maintaining necessary confidentiality

## REQUIREMENTS

- Demonstrated ability to function in a high-volume, fast-paced environment and to manage multiple and diverse responsibilities
- Demonstrated ability to efficiently recruit and source applicants from various avenues
- Excellent communication, team-building, organizational and client-relationship skills
- Proficiency with Microsoft Office and various Applicant Tracking Systems
- Ability to travel 20-30% of their time