JACOB RICHMOND

CFP®, CPWA®, CIMA®

FINANCIAL ADVISOR AT MERRILL LYNCH

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SUMMARY

Financial Advisor at Merrill Lynch with a background in financial planning, advisor development, and team leadership. Combines a client-focused approach with technical expertise to improve processes and service. Committed to continuous learning, collaboration, and helping clients pursue their financial goals.

LICENSES AND CERTIFICATIONS

CERTIFIED FINANCIAL PLANNER®

Certified Private Wealth Advisor®

Certified Investment Management Analyst®

ACTFL Spanish Fluency Certification

Series 9 License: General Securities Sales Supervisor

Series 10 License: General Securities Sales Supervisor

SIE License: Securities Industries Essentials

Series 7TO License: General Securities

Series 66 License: Uniform Combined State Law

Series 63 License: Uniform Securities

Registered Product Owner

Certified ScrumMaster

EDUCATION

Brigham Young University

Bachelor's in Computer Science

University of Utah

Master's in Business Administration

PROFESSIONAL EXPERIENCE

Merrill Lynch
Financial Advisor / August 2026 - Present
Monk Pina Wealth Management

- Help clients pursue financial security through personalized planning aligned with their goals and investment preferences.
- Develop strategies to help clients manage, grow, and preserve wealth across life stages.
- Collaborate with team members and connect clients with Merrill investment resources and Bank of America banking specialists.

Fidelity Investments
Senior Manager / June 2020 - August 2026

- Led a team of 16 junior advisors, streamlining processes to improve efficiency and client outcomes.
- Trained and mentored advisors on client discovery and Fidelity's financial planning process.
- Worked with clients weekly to model effective planning conversations and service.
- Collaborated on team initiatives while consistently exceeding performance expectations.
- Recognized as Visionary Leader of the Year.
- Built tools for IRA rollover follow-up, licensing reporting, and parking management, improving efficiency for thousands of employees.

ADDITIONAL SKILLS

- Advanced proficiency in Microsoft Office, Excel, and artificial intelligence
- Extraordinarily quick at mastering new systems and technologies
- Exceptional time management and self-motivated work ethic, consistently achieving goals and exceeding expectations in any environment.