Relationship Manager

Work That Matters for People Who Deserve It

Anew Advisors provides financial planning, retirement strategy, education, and institutional financial guidance designed specifically for first responders. Our team understands the shift schedule, pension systems, culture, and real-life financial decisions that affect firefighters, law enforcement professionals, their families, departments, and associations.

We do not grow through generic sales tactics. We earn trust through peer credibility, practical education, transparent guidance, community presence, and consistent follow-through. First responders trust their own, and this role helps Anew remain connected to the communities we serve.

About the Role

The Relationship Manager is a visible, credible community connector in Anew's target markets. This flexible role is designed for retired or transitioning first responders who want to stay connected to the profession, open doors, strengthen relationships, support education, and create qualified meetings for Anew's advisors.

You will not provide financial advice, recommend investments, or manage portfolios. You will serve as a connector, educator, and trusted community representative who helps first responders access practical financial education and planning conversations.

What You Will Do

- Build relationships with firefighters, law enforcement professionals, chiefs, command staff, unions, associations, retirees, spouses, and community influencers.
- Create warm introductions and schedule qualified Financial Roadmap meetings, household meetings, leadership discussions, education-planning conversations, association meetings, and appropriate internal introductions.
- Represent Anew at approved events, conferences, sponsorships, community gatherings, trade groups, and relationship-building opportunities.
- Help identify department education, retirement-readiness training, pension and deferred-compensation education, webinar, workshop, and association opportunities.
- Follow up with prospects before meetings, confirm attendance, share relevant resources, provide logistics, re-engage no-shows, and help create a welcoming first step.
- Support a smooth post-account-open welcome for clients who first come to Anew for cash, CD, money-market, banking, or similar services, then help route interested clients toward broader planning conversations.
- Maintain accurate relationship notes, lead-source information, meeting details, next steps, and activity records in Anew's CRM.
- Use the corporate card responsibly for approved relationship-building activity and document the business purpose and resulting follow-up.

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Area	What Good Performance Looks Like
Qualified meetings	You consistently create and help hold well-prepared meetings with the right first responder prospects for Anew's advisors.
Community credibility	You strengthen Anew's reputation through thoughtful, professional, community-centered relationship building.
Access	You create introductions to departments, associations, leaders, boards, and other trusted first responder channels.
Education and visibility	You help Anew earn trust by supporting useful education, events, community engagement, and appropriate market-facing activity.
Follow-through	You document activity, keep commitments, and ensure opportunities do not disappear because of poor communication or unclear next steps.
Discipline	You maintain clean CRM records, meeting notes, lead-source detail, expense documentation, and monthly activity reporting.

Who This Role Is Designed For

- Retired or transitioning firefighter or law enforcement professional who wants to remain involved with the profession.
- Former chief officer, command staff member, union leader, executive-board member, association leader, trainer, or respected community connector.
- Someone with a strong professional reputation, established relationships, and comfort initiating conversations.
- Someone organized enough to use a CRM, document activity, and follow through consistently.
- Someone motivated by helping fellow first responders gain access to clear, useful financial education and planning conversations.

Qualifications

- Minimum 10 years of Fire Service or Law Enforcement experience.
- Demonstrated leadership experience in a department, association, union, executive board, training role, or related first responder organization.
- Strong professional reputation within the first responder community.
- Established relationships within departments, associations, unions, or other first responder networks.
- Comfort with online communication tools, CRM systems, event follow-up, and regular accountability meetings.

Compensation and Resources

Compensation and Resources	$30,000 annual base stipend. Monthly performance bonuses tied to qualified meetings that are actually held. $500 monthly corporate card for approved relationship-building activity. The corporate card is a business-development resource and is not additional cash compensation. Meeting-based bonus opportunities begin after the baseline meeting expectation is achieved.

Full compensation terms and meeting-qualification standards are provided during the contractor or employment agreement process and remain subject to applicable firm policies, compliance standards, and leadership review.