

## Manager, Financial Services

# We're breaking new ground at Prudential. Come be a part of the action.

Prudential, one of the largest financial services institutions in the United States, is currently building sales offices within the **Asian-Indian community** in the following locations: **Chicago, Dallas, Detroit, Houston, Los Angeles/San Diego, New Jersey/New York and San Francisco/San Jose.** We offer an opportunity for you to be responsible for the recruitment, selection, development, retention and supervision of a new team of Financial Services Associates who participate in a 2-year salary-plus-bonus-based career development program, offering insurance and investments to help clients meet their financial goals. We are looking for individuals with driving ambition to manage these new associates. Are you doing your best with your current job but looking to make a change? Do you understand people in your community? Are you looking for a more stable and satisfying company?

Outside of the United States, Prudential is currently operating eight full-function, self-contained life insurance companies in Japan, Korea, Taiwan, Italy, Poland, Brazil, Argentina, and the Philippines. Prudential wants to reach out and expand now into the Asian-Indian community within the United States, so this is a perfect opportunity for you to join. This is the best time of your life and the best time to start with Prudential. We offer a highly competitive compensation package, including salary and a performance-based bonus plan, as well as a comprehensive benefits plan.

### Prudential Career Information Session

We offer a variety of services and insurance products, including life, property and casualty, long-term care insurance, investments, annuities and mutual funds. Those whose resumes are selected will be invited to a detailed career information session that will provide a comprehensive overview of the company, its extensive training, licensing and registration (insurance and NASD) program, compensation, benefits, career path and professional development opportunities.

### Qualifications

- College degree preferred (MBA, JD or CPA ideal) or equivalent experience
- Ability to speak English is required; ability to speak Gujarati or Hindi is preferred
- Achievement orientation and a track record of success required
- Understanding of relationship-based selling
- Skills in leading, coaching, modeling, and motivating
- Proven ability to develop others
- Problem-solving, organizational and time-management skills
- Oral communication and presentation skills
- 3 to 5 years of financial services experience preferred

### Please send your resume to:

pratap.jiandani@prudential.com or  
Pratap Jiandani, Director, Multicultural Markets,  
Prudential, 213 Washington Street, 14th floor,  
Newark, NJ 07102-2992.

*An Equal Opportunity Employer.*

# Prudential Financial

Growing and Protecting Your Wealth<sup>SM</sup>

Insurance and annuities issued by The Prudential Insurance Company of America, 751 Broad Street, Newark, NJ 07102, and its affiliates. Availability of long-term care insurance varies by carrier and state. Securities products and services are offered through Pruco Securities Corporation, 751 Broad Street, Newark, NJ 07102-3777, member SIPC, and a Prudential company. Prudential Financial is a service mark of The Prudential Insurance Company of America, Newark, NJ and its affiliates.

IFS-A055759 Ed.11/2001

