

MARKET BRIEF

Charlotte is the country's second-largest banking hub. Its wealth management firms are **about to change hands**.

Bank of America and Truist are headquartered here. Wells Fargo runs one of its largest hubs from here. More than 104,000 people work in financial services across the metro, and the RIAs, family offices, and wealth platforms built alongside those banks are entering the busiest ownership transition the industry has seen in years.

#2

US banking hub by assets, behind only New York

\$70.1B

AUM at Sterling Capital Management, Charlotte's largest homegrown RIA

\$18.7B

AUM at Compass Financial Partners, spun out of BB&T's wealth arm

104K+

Financial services jobs across the Charlotte metro

THE SUCCESSION WAVE

RIA M&A hit a record in Q1 2026: 142 deals, \$1.67 trillion in AUM changed hands, more than double the \$805 billion transacted in Q1 2025. Nationally, 105,887 advisors plan to retire within the next decade, over a third of the industry's headcount and 41% of its assets. Close to a third of soon-to-retire principals don't have a succession plan yet.

Every one of those transitions needs a CFO who can close a deal's books on schedule and a COO who can merge two firms' operations without losing a client. Charlotte's wealth management firms are hiring for that moment right now.

ROLES WE PLACE IN WEALTH MANAGEMENT

FINANCE & ACCOUNTING

Chief Financial Officer
Controller
FP&A Leadership
Treasury

OPERATIONS

Chief Operating Officer
Head of Operations
Process Transformation

COMPLIANCE & RISK

Chief Compliance Officer
Chief Risk Officer
General Counsel

HR & TALENT

Chief Human Resources
Officer
Head of Talent Acquisition

100%

Placement rate on retained searches since 1993

90%

Of our placements earn a promotion within their organization

Top 250

HuntScanlon's 2025 America's Top Executive Search Firms

We've specialized in insurance, wealth management, and financial services since 1993. We know the difference between staffing an RIA through a succession and staffing a family office's first COO hire, and we know it before the first call. The Lyneer Executive Search Strategy™ evaluates every candidate on technical skill, leadership capability, cultural alignment, and long-term growth potential: the four things that actually predict whether a leader succeeds in your firm.

Let's talk about your next Charlotte hire.

The executive search firm for insurance, wealth management, and financial services.

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