

Doug Hill

Doug Hill is an Investment Partner for the National Strategic Selling Institute (NSSI). Through a generous donation, he created the Doug Hill/Edward Jones scholarship for students interested in careers in sales. Each year, this scholarship fund recognizes the top students competing in the Edward Jones Sales Competition, as well as the top sales students applying for the Doug Hill/Edward Jones award.

Doug has spent his entire career with Edward Jones. He joined the firm in 1968 and began working in the Trading department. Later that year, Doug moved to Kansas, where he became one of the firm's most successful financial advisors.

In 1974, he was named a principal and became a regional leader. In this role, he was responsible for overseeing the activities of the firm's financial advisors in Kansas and Oklahoma, in addition to serving investors in Dodge City.



Doug Hill

Doug moved to St. Louis in December 1978 to help develop and implement a formalized training program for Edward Jones financial advisors. In 1981, he was called upon to establish the firm's Sales and Marketing division, which he headed for the next 16 years.

In 1998, Doug became chief operating officer (COO) with responsibility for achieving the firm's aggressive growth objectives. In this capacity, he was also responsible for the firm's entire force of financial advisors and for all the firm's products and services. In 2002, Doug's responsibilities were expanded to include the firm's Accounting, Human Resources, Information Systems, Operations and Service divisions.

Doug served as the firm's managing partner from 2004 to 2006. Today, he serves as a senior partner of the firm, spending time with clients and financial advisors communicating the firm's history, culture, values and beliefs. He was inducted into the Edward Jones Hall of Fame in 2011.

A graduate of Kansas State University, Doug received his bachelor's degree in 1968. He is also a 1984 graduate of the University of Pennsylvania Wharton School's Securities Industry Institute. Doug serves on the boards of the St. Louis Municipal Opera, Boy Scouts of America, St. Louis Zoo Strategic Plan Committee and the Interco Charitable Trust. He is past Chairman of the Board at Webster University and the Saint Louis Zoo. Doug is on the Dean's Advisory Board for the College of Business Administration at Kansas State University. In addition, the College of Business Administration named Doug its Distinguished Business Leader in September 2003.

The NSSI is very grateful for Doug's support of our sales students and the scholarship funds.