



Financial Services Sales Agents

Occupational Profile

DOES THIS DESCRIBE YOU?

Work Interests involve descriptive categories (compatible with Holland's Model) attributed to success in this career:

- **Conventional** – Enjoy following set procedures and routines developed through higher authority; includes working with data and details more than with ideas.
- **Enterprising** – Involves starting up and carrying out projects; often leading people and making business decisions that sometimes require risk.

Work Styles depict worker characteristics conducive for this career:

- **Deductive Reasoning**
- **Oral Comprehension**
- **Oral Expression**

Work Values are associated with aspects of work that provide satisfaction in this career:

- **Achievement**—Sense of accomplishment; results oriented.
- **Working Conditions**—Job security; good working conditions.
- **Relationships**—Provide service to others in noncompetitive environment.

Aptitudes reflect an ability to acquire skills and knowledge for success in this career:

- **Deductive Reasoning**
- **Oral Comprehension**
- **Oral Expression**
- **Written Comprehension**
- **Problem Sensitivity**

OVERVIEW

Sell financial services, such as loan, tax, and securities counseling to customers of financial institutions and business establishments. Belongs to the Finance and Insurance career cluster and Financial and Investment Planning career pathway.

SKILLS & KNOWLEDGE NEEDED

Basic Skills:

- Persuasion
- Active Listening
- Speaking
- Critical Thinking
- Reading Comprehension

Technology Skills:

- Customer Relationship Management Software
- Data Base User Interface and Query Software
- Enterprise Resource Planning Software
- Financial Analysis Software
- Spreadsheet

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ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2014 Estimated Employment	2024 Projected Employment	2014-24 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,795,100	1,949,240	154,140	0.9	58,145
Sales & Related Occupations	178,350	192,550	14,200	0.8	6,665
Financial Services Sales Agents	3,140	3,565	420	1.3	95

Source: <https://www.iowaworkforcedevelopment.gov/occupational-projections>

2017 WAGE & SALARY (\$)

Occupational Title	Mean Wage	Mean Salary	Entry Wage	Entry Salary	Exp Wage	Exp Salary
Total All Occupations	20.93	43,539	10.09	20,991	26.35	54,813
Sales & Related Occupations	16.90	35,152	8.40	17,482	21.15	43,987
Financial Services Sales Agents	39.16	81,461	15.65	32,553	50.92	105,914

Source: <https://www.iowaworkforcedevelopment.gov/occupational-employment-and-wages>

EDUCATION & TRAINING

Education	Work Experience	Job Training
Bachelor's Degree	None	Moderate-Term On-The-Job

A bachelor's degree is required for financial services sales agent positions with recommended college coursework in business, finance, accounting, and/or economics. Many higher level positions require applicants possessing a master's of business administration (MBA) degree. Sources: <https://www.iowaworkforcedevelopment.gov/occupational-projections> and https://www.bls.gov/emp/ep_education_training_system.htm

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level	Minimum Skill Level	Maximum Skill Level
Applied Mathematics	4	4	5
Locating Information	4	4	4
Reading for Information	4	4	5
Applied Technology	n.a.	n.a.	n.a.
Business Writing	3	3	5
Workplace Observation	3	3	3
Listening for Understanding	4	3	5

An ACT assessment-based credential issued in determining essential work skills needed for employment success across industries and occupations. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6 & higher). Source: <http://www.act.org/content/act/en/products-and-services/workkeys-for-employers/assessments.html>

PRIMARY INDUSTRY SECTORS

(Where are Financial Services Sales Agents Employed?)

Credit Intermediation
 Securities, Commodity Contracts, & Other Financial Investments
 Insurance Carriers
 Self Employed

Source: <https://www.iowaworkforcedevelopment.gov/occupational-projections>



ADDITIONAL SOURCES:

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