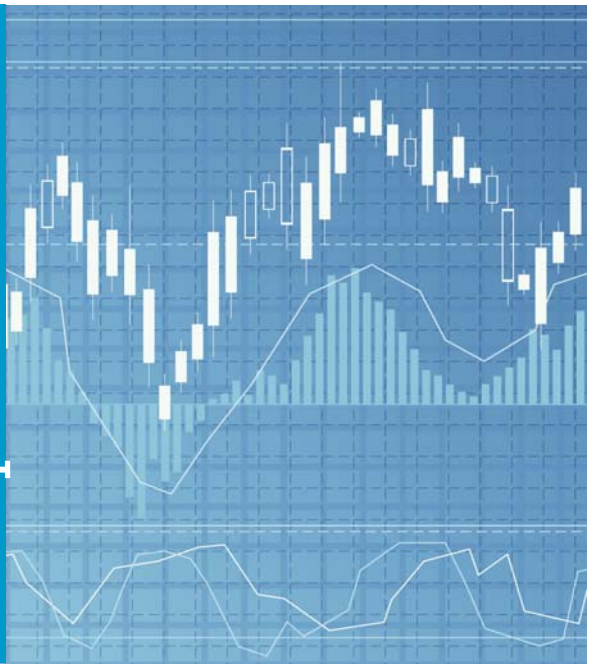
Occupational Profile



Financial Services Sales Agents

IS THIS FOR YOU?

Work Interests are described in the following categories (compatible with Holland's Model) by people who tend to succeed in this career:

- **Conventional** – You are an "organizer". Keeping things neat and organized is important to you. You like working with charts and reports, and work well with power and authority.
- **Enterprising** – You are a "persuader". You like to sell things or ideas. Prestige and power are important to you. You like to use your language skills to convince other people of your ideas.

Work Values are aspects of work that are satisfying to you. The following work values are generally associated with this career.

- **Achievement** – It's very important to you that your work allows you to use your best abilities. You want to see the results of your work and get a feeling of accomplishment.
- Working Conditions—It's very important to you that your work satisfies your needs in areas like salary, job security and your working style preferences, such as working alone, staying busy all the time or having variety in your work tasks.
- **Relationships** – It's very important to you that you have friendly co-workers. You would like to be of service to others without compromising your sense of right and wrong.

Aptitudes reflect a person's ability to acquire skills and knowledge. The following aptitudes are important for success in the career:

- **General Learning Ability**
- **Verbal Aptitude**
- **Numerical Aptitude**
- **Clerical Perception**

WHAT THEY DO

Buys and sells securities or commodities in investment and trading firms, or provides financial services to businesses and individuals. May advise customers about stocks, bonds, mutual funds, commodities, and market conditions. Belongs to the Finance cluster and Accounting pathway.

SKILLS YOU NEED

Basic Skills:

- Reading Comprehension
- Active Listening
- Writing
- Speaking
- Critical Thinking
- Active Learning
- Monitoring

Transferable Skills (applicable in other careers):
High level

- Examining and evaluating financial records
- Explaining banking, loan, and financial services
- Giving advice on financial matters
- Planning and giving information and help
- Selling products or services

Medium level

- Processing numbers and figures
- Processing sales and purchasing information

Workplace Skills:
Medium level

- Complex Problem Solving
- Coordination
- Instructing
- Judgment and Decision Making
- Management of Financial Resources
- Negotiation
- Persuasion
- Service Orientation
- Social Perceptiveness
- Time Management

Additional skills for this occupation may be found at http://www.iowaworkforcedevelopment.gov/career-exploration-resources

Source: https://secure.ihaveaplaniowa.gov/

ESTIMATED & PROJECTED EMPLOYMENT

Occupational Title	2012 Estimated Employment	2022 Projected Employment	2012-22 Employment Change	Annual Growth Rate (%)	Total Annual Openings
Total, All Occupations	1,758,205	1,955,480	197,275	1.1	61,665
Sales & Related Occupations	177,320	195,030	17,710	1.0	7,080
Financial Services Sales Agents	3,230	3,785	555	1.7	130

Source: http://www.iowaworkforcedevelopment.gov/occupational-projections-0

2015 WAGE & SALARY ($)

Occupational Title	Average Wage	Average Salary	Entry Wage	Entry Salary	Experienced Wage	Experienced Salary
Total, All Occupations	19.77	41,122	9.55	19,858	24.88	51,755
Sales & Related Occupations	16.39	34,097	8.18	17,014	20.50	42,639
Financial Services Sales Agents	37.47	77,944	14.44	30,044	48.99	101,894

Source: http://www.iowaworkforcedevelopment.gov/occupational-projections-0

EDUCATION & TRAINING

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

Securities, commodities, and financial services sales agents generally must have a bachelor's degree to get an entry -level job. Studies in business, finance, accounting, or economics are important, especially for larger firms. Many firms hire summer interns before their last year of college, and those who are most successful are offered full-time jobs after they graduate. Numerous agents eventually get a master's degree in business administration (MBA), which is often a requirement for high-level positions in the securities industry. Because the MBA exposes students to real-world business practices, it can be a major asset for jobseekers. Employers often reward MBA holders with higher level positions, better compensation, and large signing bonuses. Source: http://www.iowaworkforcedevelopment.gov/occupational-projections-0 and https://secure.ihaveaplaniowa.gov/

NATIONAL CAREER READINESS CERTIFICATE (NCRC)

Skill	Median Skill Level
Applied Mathematics	3
Locating Information	4
Reading for Information	3

This ACT-developed credential demonstrates achievement and a certain level of workplace employability skills. The greater the score, the greater the skill level (Bronze = 3, Silver = 4, Gold = 5, Platinum = 6).
Source: http://www.act.org/workkeys/analysis/occup.html

PRIMARY INDUSTRY SECTORS

(Where are Financial Services Sales Agents Employed?)

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

Source: http://www.iowaworkforcedevelopment.gov/occupational-projections-0

ADDITIONAL SOURCES:

This workforce product was funded by a grant by the U.S. Department of Labor's Employment and Training Administration. The product was created by the recipient and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This product is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner. This publication was produced by the Labor Market and Workforce Information Division of Iowa Workforce Development. Revisions and/or corrections made when necessary. Inquiries may be directed to Brent Paulson at 515.281.3439 or Brent.Paulson@iwd.iowa.gov. Visit www.iowalmi.gov to obtain the latest workforce data and trends including this document. Published 12/2015.