

FINANCIAL SALES REPRESENTATIVES

NOC 63102

Sell basic deposit, investment and loan products and services to individuals and businesses.



3-YEAR OUTLOOK

Undetermined

3-YEAR JOB OPENINGS

125

MEDIAN HOURLY WAGE

$28.21

$18.00 LOW $45.67 HIGH

TYPICALLY REQUIRED

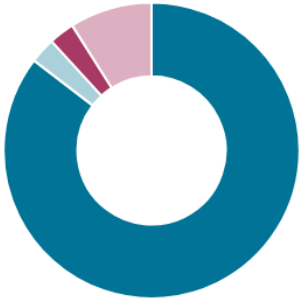
College or apprenticeship

EMPLOYED

1,102

AVERAGE SALARY

$58,400



EMPLOYMENT BY INDUSTRY

85.4%	Finance and insurance
2.8%	Transportation and warehousing
2.8%	Administrative and support, waste management and remediation services
9.0%	All Other Industries



EMPLOYMENT BY AGE

8.4%	15-24
23.0%	25-34
28.1%	35-44
25.3%	45-54
12.9%	55-64
2.2%	65+

ALSO KNOWN AS

- Credit Officer
- Financial Services Officer
- Financial Services Representative
- Loan Officer
- Mortgage Officer
- Sales Associate - Personal Banking

MAIN DUTIES:

This group performs some or all of the following duties:

- Open new personal and non-personal accounts, and provide access to automated banking machine, telephone banking and online banking services
- Interview applicants for personal, mortgage, student and business loans
- Promote the sale of deposit, investment, credit and loan products and services
- Assist clients by proposing solutions to address financial objectives such as business expansion, debt management, investment and other financial goals
- Research and evaluate loan applicant's financial status, references, credit and ability to repay the loan.

