



# FINANCIAL SALES REPRESENTATIVES

NOC 63102

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



## 3-YEAR OUTLOOK



## 3-YEAR JOB OPENINGS

**119**

## MEDIAN HOURLY WAGE

**\$28.48**

\$20.00 \$45.64  
LOW HIGH

## TYPICALLY REQUIRED



College or apprenticeship

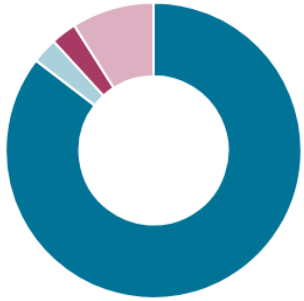
## EMPLOYED

**1,079**

## AVERAGE SALARY

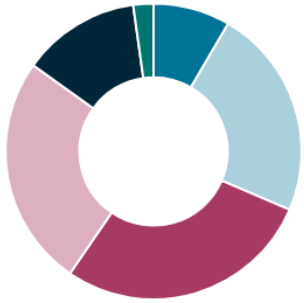
**\$58,400**

The information presented is based on data for New Brunswick. To learn more about the data provided, visit [www.nbjobs.ca/occupations](http://www.nbjobs.ca/occupations).



## 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.

