WHAT OPPORTUNITIES ARE AVAILABLE?
Jobs utilizing business and finance skills can be found in nearly every type of firm. These workers need strong mathematical and accounting abilities along with project management and planning skills. Accountants, Sales Representatives, Management and Financial Analysts, and Insurance Sales Agents are the occupations included here, but many occupations benefit from similar skills and experience.

HOW MUCH COULD I EARN?

<table>
<thead>
<tr>
<th>Occupation</th>
<th>Entry</th>
<th>Median</th>
<th>Experienced</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management Analysts</td>
<td>$22.27</td>
<td>$39.51</td>
<td>$81.88</td>
</tr>
<tr>
<td>Accountants and Auditors</td>
<td>$20.61</td>
<td>$33.13</td>
<td>$59.92</td>
</tr>
<tr>
<td>Financial Analysts</td>
<td>$26.14</td>
<td>$39.40</td>
<td>$60.30</td>
</tr>
<tr>
<td>Insurance Sales Agents</td>
<td>$13.84</td>
<td>$25.70</td>
<td>$63.27</td>
</tr>
<tr>
<td>Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products</td>
<td>$15.49</td>
<td>$32.66</td>
<td>$63.35</td>
</tr>
</tbody>
</table>

WHERE WOULD I WORK?

TOP INDUSTRIES
- Insurance Agencies and Brokerages
- Employment Placement Agencies
- Temporary Help Services
- Offices of Certified Public Accountants
- Tax Preparation Services
- Software Publishers
- Direct Health and Medical Insurance Carriers
- Custom Computer Programming Services
- Direct Life Insurance Carriers
- Investment Advice

2019 TOP POSTING EMPLOYERS
- Assurance
- Robert Half International Inc.
- H&R Block, Inc.
- Co-Alliance, LLP
- Deloitte LLP
- Anthem, Inc.
- Intuit Inc.
- State Farm Insurance
- Symmetry Financial Group
- Allstate Corporation

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WHAT EDUCATION & SKILLS WILL I NEED?
Three of the occupations analyzed here typically require a bachelor’s degree for entry, and two require a high school diploma and on-the-job training according to BLS data. In addition, 45.4% of postings require a college education, and a Master of Business Administration (MBA) is an extremely common posted credential. Of the jobs posting experience requirements, nearly all require five years or fewer.

WHAT AREAS OF STUDY SHOULD I CONSIDER?
The most common program held by business and finance workers is a business administration and management degree, followed by accounting and business/commerce, general. These programs focus on widely applicable transferable skills across these and other occupations. The total number of completions in the region are reflected in the chart below.

WHAT SKILLS SHOULD I DEVELOP?
- Accounting
- Auditing
- Selling Techniques
- Insurance Sales
- Financial Statements
- Forecasting
- Underwriting
- Purchasing
- Budgeting
- Tax Preparation
- Sales
- Management
- Communications
- Customer Service
- Leadership

WHAT QUALIFICATIONS SHOULD I PURSUE?
- Certified Public Accountant (CPA)
- Certified Internal Auditor
- Project Management Professional Certification
- Certified Fraud Examiner
- Certified Information System Auditor (CISA)
- Certified Information Systems Security Professional (CISSP)
- Chartered Financial Analyst
- FASB Certified

WHAT ELSE SHOULD I KNOW?
Starting in positions such as an insurance sales agent, for example, requires only a high school diploma. Entry-level positions help build customer service skills and financial experience. To grow your career, consider later seeking the credentials to become an accountant or financial analyst, or the experience needed for a lucrative position as a sales representative.

IS THIS FIELD EXPECTED TO GROW?

4% GROWTH PROJECTED BY 2023

WHAT DO I GET STARTED?
For more information on how to start your career in business and finance visit www.micareertraining.org.