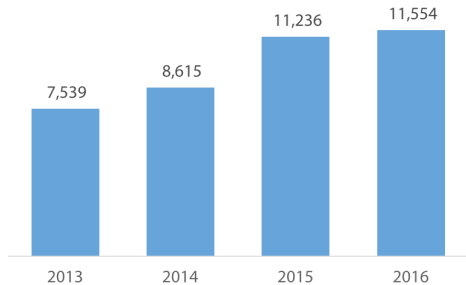


Banking Services Career Pathway

Minnesota State Career and Technical Education programs give you the skills that employers are looking for in their employees. With just the first-year courses completed, you would have the skills relevant for an entry-level job or internship that starts you on the path to a well-paying and exciting career!



Banking Services Jobs Posted Online in Minnesota



Hiring Statistics in Minnesota (1/1/17)

Growth in jobs 2015-2016:	3.7% (steady)
Number of employers hiring now:	240 employers
Number of skilled people:	33,000 (low)
Overall outlook:	Bright
Average job posting period:	39 days
Median salary:	\$42,800 / year

Top Occupations

- Tellers (40%) 
- Loan Officers (33%)
- Loan Interviewers and Clerks (16%)
- Credit Analysts (7%) 
- New Accounts Clerks (1%)

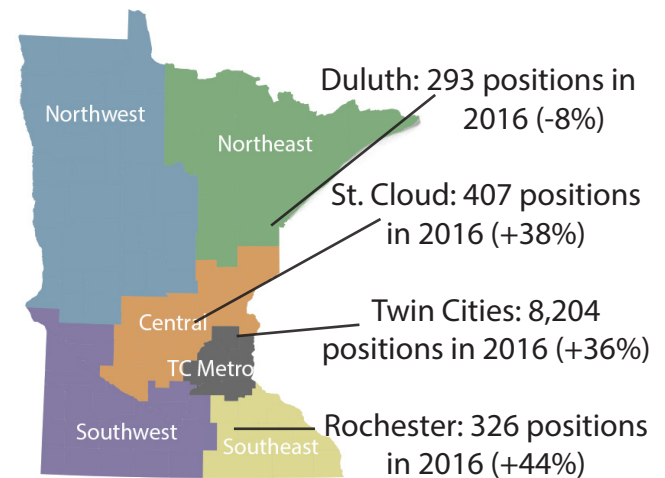
Sample First-Year Job Titles in this Pathway



- Bank Teller I
- Personal Banker
- Mortgage Consultant

Sample Senior-Level Job Titles in this Pathway

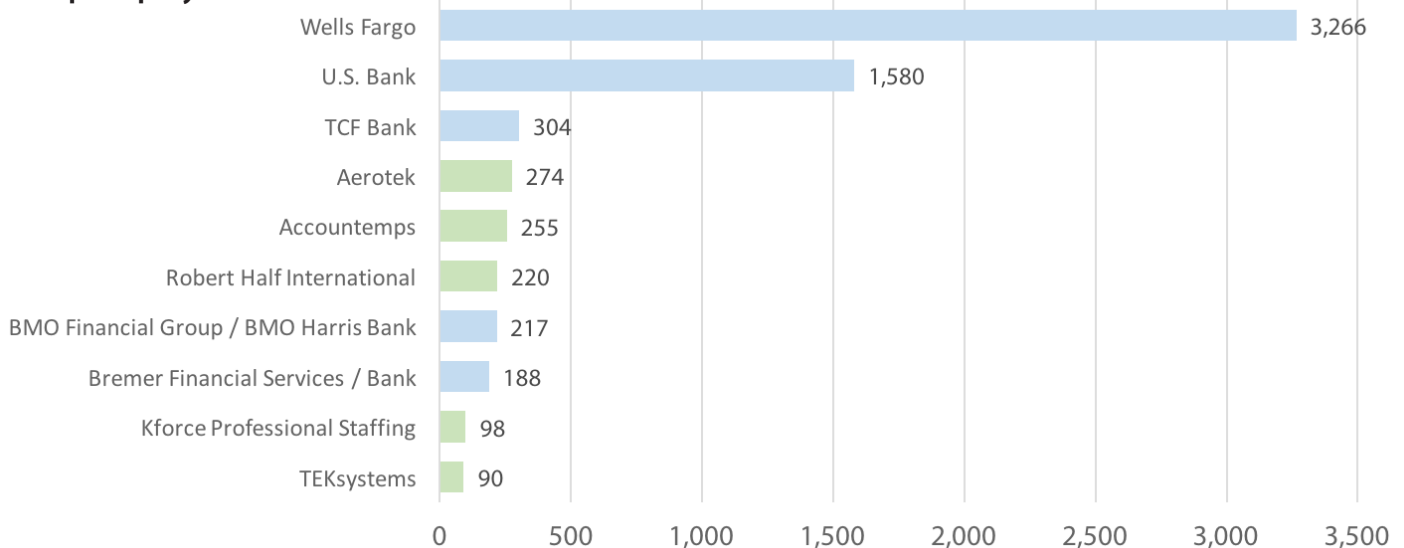
- Senior Credit Analyst
- Mortgage Supervisor
- Retail Sales Supervisor (SAFE)

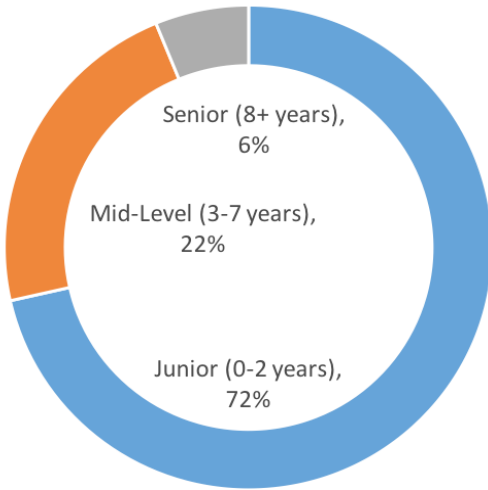
Where to start?



 Rising Jobs (+5% or more from 2015 to 2016)
 Bright Future Jobs (DEED-identified)

Top Employers who Recruited in 2016





Top 10 Certifications

1. Nationwide Mortgage Licensing System (NMLS) ↗
2. Accredited Purchasing Practitioner ↗
3. Driver's License
4. State Insurance License
5. Certified Reliability Engineer ↗
6. Federal Housing Authority Direct Endorsement (FHA DE) ↗
7. Legal Document Services ↗
8. Financial Industry Regulatory Authority (FINRA Series 66)
9. Certified Public Accountant ↗
10. Certified Quality Auditor

Top 10 Hard Skills

1. Bilingual (primarily Spanish) ↗
2. Credit Risk
3. Loan Servicing
4. Mortgage and Loan Closing ↗
5. Mortgage Processing
6. Auto Financing ↗
7. Quality Control
8. Anti-Money Laundering ↗
9. Fraud Detection
10. Credit Underwriting

Top 10 Software Skills

1. Human Resources Management System (HRMS) ↗
2. Microsoft Office (primarily Excel) ↗
3. LawFirm Software Loan Origination Software ↗
4. Statistical Analysis System (SAS) ↗
5. Spreadsheet Software
6. General Ledger Software
7. Microsoft SharePoint
8. Contact Management Systems ↗
9. Microsoft Visual Basic for Applications ↗
10. LexisNexis ↗

Top Employers Recruiting Interns

1. Wells Fargo
2. CHS Inc.
3. AgStar Financial Services
4. CoBank
5. Minnesota Bank & Trust

Top 10 Soft Skills

1. Communication Skills ▲
2. Detail-Oriented
3. Customer Service-Oriented
4. Organizational Skills
5. Analytical Skills ↗
6. Sales Experience / Ability ↗
7. Problem Solving ▲
8. Work Independently
9. Time Management
10. Data Entry



↗ Rising Skills (+5% or more from 2015 to 2016)
▲ Matches to CTE Foundation Knowledge/Skill

Start your career in the banking world with these occupations that require just a few college-level courses for your first internship. Upon completion of a 2-year degree, you'll be well on your way in any number of exciting career pathway directions! Talk to an academic navigator or visit the CTE website to explore!

<http://www.mncareerpathways.org/pathways/>

Top Entry-Level Positions Advertised in Minnesota (0-2 Years Experience)

	Occupation	Job Titles	Total Job Count 2016	Change from 2015
Banking Services	Tellers	Bank Teller, Roving Teller Customer Service Representative	↗ ☀ 3,614	7%
	Loan Officers	Mortgage Consultant, Personal Banker, Loan Officer, Ag Loan Officer	1,888	4%
	Loan Interviewers and Clerks	Loan Processor, Mortgage Processor, Loan Servicing Specialist	↗ 925	13%
	Credit Analysts	Credit Analyst, Credit Risk Analyst, Farm Credit Officer	↗ 226	10%
	New Account Clerks	Administrative Assistant, Retail Service Representative, Loan Processor, new Accounts Representative, Deposit Processing Specialist, Universal Banker	79	-32%

↗ Rising Jobs (+5% or more from 2015 to 2016)

☀ Bright Future Jobs (DEED-identified)

Data collected from online job postings between 2013 and 2016 from CEB TalentNeuron Recruit in December 2016 (www.wantedanalytics.com). Bright Outlook and Green Jobs identified by DEED's Employment Outlook based on BLS 2014-2024 projections. Report developed by RealTime Talent January 2017 with the support of AgCentric, the Southern Minnesota Center for Agriculture, GreenSeam, AgriGrowth, the Minnesota Department of Agriculture, Career and Technical Education Consortium Leaders, and faculty from Minnesota State Colleges and Universities across the state.

Banking Services Career Pathway