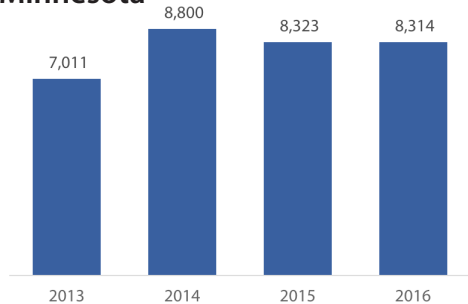


Securities & Investment Career Pathway

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!

Securities & Investment Jobs Posted Online in Minnesota



Hiring Statistics in Minnesota (1/1/17)

Growth in jobs 2015-2016:	2% (steady)
Number of employers hiring now:	241 employers
Number of skilled people:	72,000 (mod.)
Overall outlook:	Bright
Average job posting period:	49 days
Median salary:	\$94,200 / year

Top Occupations

- Financial Services Sales Agents (70%)
- Personal Financial Advisors (13%) ☀️
- Tax Preparers (6%) ↗️
- Compliance Managers (6%) ☀️
- Securities & Commodities Sales Agents (3%)

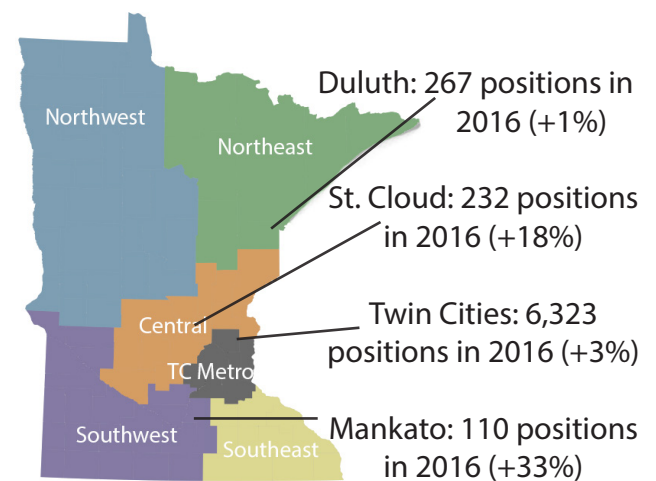
Sample First-Year Job Titles in this Pathway

- Personal Banker (SAFE) I
- Registered Client Associate
- Seasonal Tax Preparer

Sample Senior-Level Job Titles in this Pathway

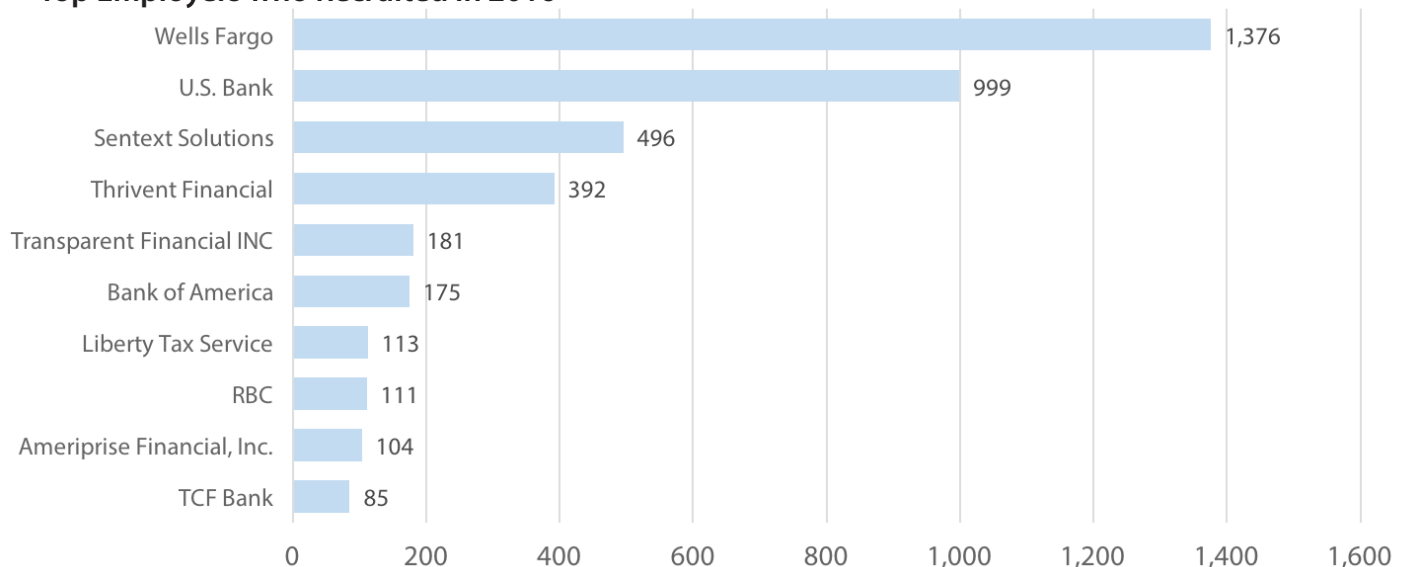
- Financial Sales Partner
- Compliance Director
- Senior Personal Banker

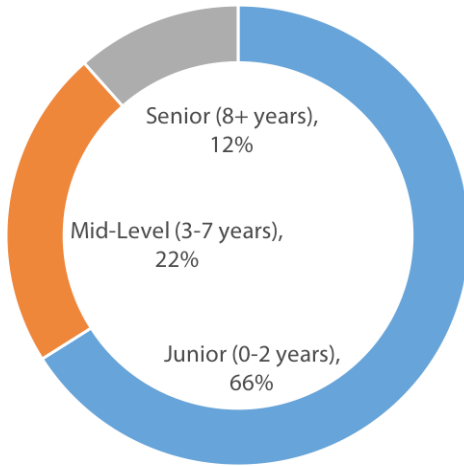
Where to start?




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

Top Employers who Recruited in 2016











Top 10 Hard Skills

1. Investment Management
2. Bilingual (primarily Spanish)
3. Customer Relationship Management
4. Auto Financing
5. Business Sales
6. Tax Preparation 
7. Credit Risk
8. Check Processing
9. Transaction Processing
10. Asset Allocation

Top 10 Soft Skills

1. Communication Skills 
2. Sales Experience / Ability
3. Business Development 
4. Customer Service-Oriented
5. Integrity 
6. Self-Motivated
7. Prospecting Experience / Ability
8. Detail-Oriented
9. Relationship Building
10. Negotiation Skills

Top 10 Software Skills

1. Microsoft Office
2. Human Resources Management System (HRMS) 
3. Salesforce CRM SFDC
4. EMC NetWorker 
5. Cisco WebEx
6. IBM Lotus Notes 
7. LawFirm Loan Origination Software





Top 10 Certifications

1. Nationwide Mortgage Licensing System (NMLS) 
2. Financial Industry Regulatory Authority (FINRA Series 7)
3. State Insurance License 
4. Financial Industry Regulatory Authority (FINRA Series 6)
5. Financial Industry Regulatory Authority (FINRA Series 66)
6. Certified Financial Planner
7. Certified Public Accountant
8. Driver's License
9. Financial Industry Regulatory Authority (FINRA Series 63)
10. Chartered Financial Analyst

Top Employers Recruiting Interns

1. Wells Fargo
2. Ameriprise Financial, Inc.
3. Springleaf Financial Services
4. Robert W. Baird & Co. Inc.
5. McGladrey


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


Start your career in investment 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
Securities and Investment	Sales Agents, Financial Services	 3,500	5%
	Tax Preparers	 338	120%
	Personal Financial Advisors	   291	19%
	Sales Agents, Securities & Commodities	105	-21%
	Tax Examiners and Collectors, and Revenue Agents	 76	38%
	Compliance Managers	  53	-28%

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

 Bright Future Jobs (DEED-identified)

 Green 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.

Securities and Investment Career Pathway