

**Occupational Profile**  
**Financial Services Sales Rep.**  
**OES (Occupational Employment Statistics) CODE: 43014**

Cameron County		Hidalgo/Starr/Willacy Counties	
Employment 2000	Projected Employment 2010	Employment 2000	Projected Employment 2010
90	100	140	170
Absolute Change		Absolute Change	
#	%	#	%
10	11.1	30	21.4
Is License Required?	Growth to Replacement	Is License Required?	Growth to Replacement
Yes	0:0	Yes	5:0
Hourly Wage 2002		Hourly Wage 2002	
Mean	Median	Mean	Median
\$25.45	\$21.31	\$21.34	\$20.68

**Job Description:**

Buy and sell securities upon customers' request, or call upon businesses and individuals to sell financial services for banks and savings and loan associations. Advise securities customers about such things as stocks, bonds, and market conditions. Provide financial services, such as loan, tax, and securities counseling. Must have broker license issued by the state.

**Average Education Required**

Education in business or economics is important.

**Related Occupations**

Similar occupations include insurance sales agents, and real estate agents.

**Skills Required**

- Active Learning -- Working with new material or information to grasp its implications
- Critical Thinking -- Using logic and analysis to identify the strengths and weaknesses of different approaches
- Mathematics -- Using mathematics to solve problems
- Reading Comprehension - - Understanding written sentences and paragraphs in work related documents
- Speaking -- Talking to others to effectively convey information
- Writing -- Communicating effectively with others in writing as indicated by the needs of the audience
- Idea Evaluation -- Evaluating the likely success of an idea in relation to the demands of the situation
- Idea Generation -- Generating a number of different approaches to problems
- Implementation Planning -- Developing approaches for implementing an idea

Industrial Employment Patterns		
Industry Code	Industry	Percent of Employees
6210	Security Brokers, Dealers, Etc.	47.0%
8820	Self-Employed	23.1%
6020	Commercial Banks	10.7%
6160	Mortgage Banks and Brokers	7.6%
6720	Investment Offices	2.7%
6140	Personal Credit Institutions	2.4%

