

Occupation Title: Financial Services Sales Agents

EMSI Data As Of: September 2016

Industry Sector: Finance and Business

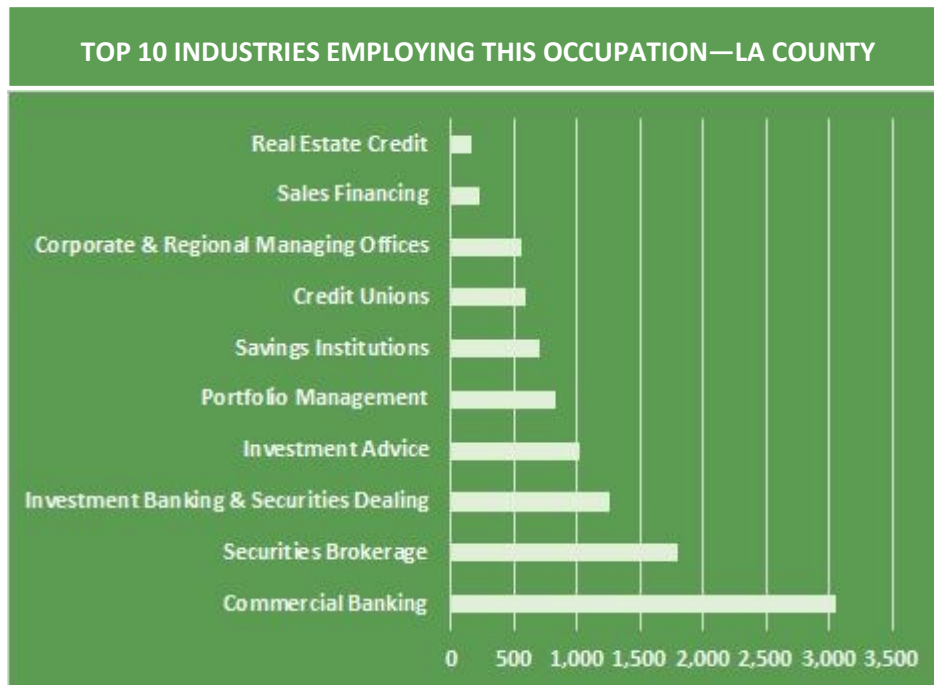
Standard Occupational Classification Code: 41-3031.02

2015-2020 JOB OPENINGS AREA DISTRIBUTION					
Area	# of Jobs 2015	# of Jobs 2020	% Change 2015-20	Replacements 2015-20	Job Openings 2015-20
Los Angeles County	11,634	11,163	-4%	975	975
Orange County	4,697	4,889	4%	418	610
Long Beach	280	267	-5%	25	25

% Change represents employment growth projected in the next five years (new jobs created).
Replacements are the number of jobs that are projected to be open due to retirements and turnover.
Job Openings represent all job openings, whether the jobs are new or due to retirements /turnover.

EMPLOYMENT WAGE INFORMATION- LA COUNTY				
2015 Employment Wage Statistics	Rate type	Entry level	Median	Experienced
	Annual Wage or Salary	\$37,689.60	\$65,707.20	\$132,475.20
	Hourly Wage	\$18.12	\$31.59	\$63.69

Earnings exclude benefits. Median earnings represent the wage at which half of the workers in the occupation earned more than that amount



REAL-TIME EMPLOYERS WITH JOB OPENINGS- LA COUNTY

Employer	Title(s)
Wells Fargo & Company	Personal Banker, Account Executive
Bank of America Corporation	Personal Banker
U.S. Bancorp	Universal Banker, Personal Banker
Bank of the West	Relationship Banker, Financial Advisor
JPMorgan Chase & Co.	Personal Banker, Relationship Banker
CIT Group Inc.	Relationship Banker
State Farm Mutual Automobile Insurance Company	Financial Services Representative
New York Life Insurance Company	Financial Services Representative
Citigroup Inc.	Personal Banker, Business Banker

Financial Services Sales Agents: Sell financial services, such as loan, tax, and securities counseling to customers of financial institutions and business establishments.

Sample of Reported Job Titles: Client Manager, Financial Consultant, Financial Services Representative, Financial Specialist, Investment Officer, Personal Banker, Registered Representative, Relationship Banker, Relationship Manager, Select Banker.