

**OCCUPATION  
HIGHLIGHTS**

**#4** Occupation in the  
Finance and Insurance  
Sector  
(8% of all jobs in the sector)

**Number of jobs 2017**  
**115**

**CHANGE IN # OF JOBS  
2016 - 2017**  
**↓ 2%**

**Median Earnings (2017)**  
**\$21.03/hr**

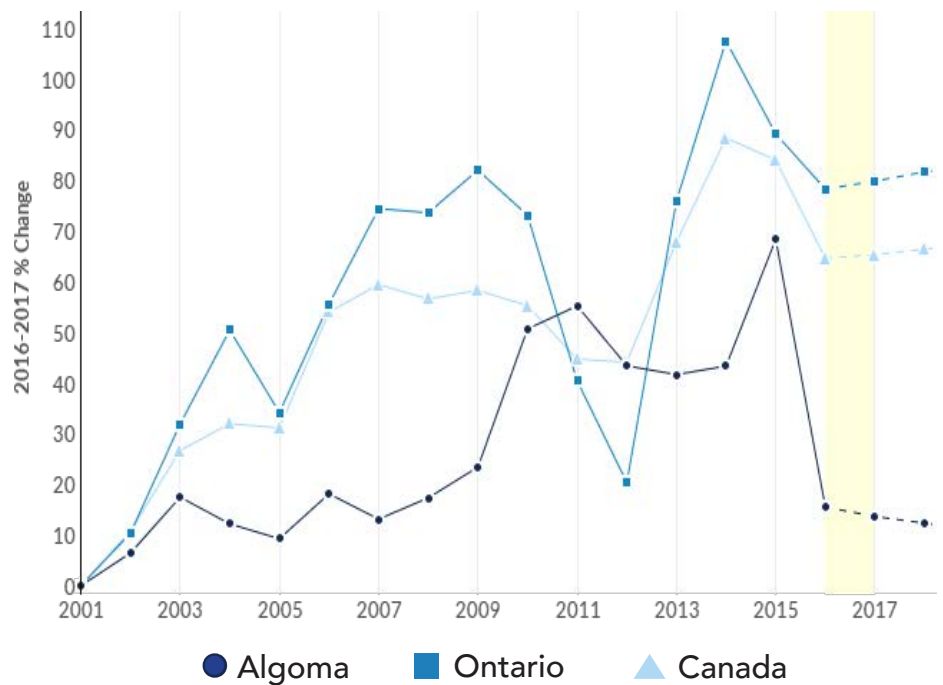
**Earnings Range (2017)**  
\$17.16/hr → \$29.30/hr

**Aging Workforce**  
56% Over the age of 45

**Gender**  
87% Female 13% Male

**FINANCIAL SALES  
REPRESENTATIVES  
NOC 6235**
**Financial Sales Representatives**

Financial sales representatives sell basic deposit, investment and loan products and services to individuals and businesses. They work in banks, credit unions, trust companies and similar financial institutions.

**Employment Trends**


REGION	2016 JOBS	2017 JOBS	CHANGE	% CHANGE 2016 - 2017	MEDIAN HOURLY EARNINGS
Algoma	117	115	-2	-2%	\$21.03
Ontario	21,458	21,646	188	1%	\$21.92
Canada	50,251	50,477	226	0%	\$23.04

## Job Titles

- Banking accounts officer
- Commercial banking accounts officer
- Consumer credit officer
- Consumer loans officer
- Credit analyst
- Credit investigation officer
- Credit investigator
- Credit officer
- Debt counsellor
- Financial sales and service officer

INDUSTRIES OF EMPLOYMENT	
DEPOSITORY CREDIT INTERMEDIATION	63%
ACTIVITIES RELATED TO CREDIT INTERMEDIATION	10%
NON-DEPOSITORY CREDIT INTERMEDIATION	10%
SECURITIES AND COMMODITY CONTRACTS INTERMEDIATION AND BROKERAGE	3%
OTHER FINANCIAL INVESTMENT ACTIVITIES	2%

## What Are The Typical Job Duties?

- Open new personal and non-personal accounts, and provide access to automated banking machine, telephone banking and online banking services
- Interview applicants for personal, mortgage, student and business loans
- Promote the sale of deposit, investment, credit and loan products and services
- Assist clients by proposing solutions to address financial objectives such as business expansion, debt management, investment and other financial goals
- Research and evaluate loan applicant's financial status, references, credit and ability to repay the loan
- Complete credit and loan documentation
- Submit credit and loan applications to branch or credit manager with recommendations for approval or rejection; or approve or reject applications within authorized limits ensuring that credit standards of the institution are respected
- Prepare statements on delinquent accounts and forward irreconcilable accounts for collector action

## Campus Based Courses Available In Algoma

- Bachelor of Business Administration (Algoma University)
- Bachelor of Arts in Economics (Algoma University)

## Financial Sales Representatives In Algoma

REGION	2016 JOBS	2017 JOBS	2016 - 2017 CHANGE	2016 - 2017 % CHANGE
Sault Ste. Marie	89	88	-1	-1%
Blind River	10	10	0	0%
Elliot Lake	10	10	0	0%
Wawa	<10	<10	-	-
Hornepayne	<10	<10	-	-