



South Lincolnshire

Academies Trust

Careers Education

JOB

OF THE WEEK

Aspire | Challenge | Achieve

JOB

OF THE WEEK

Our Job of the week this week is a
Financial Advisor



Job of the Week – Financial Advisor

WHAT YOU DO

- Talking to clients about their finances and plans
- Researching financial products and explaining them simply and clearly
- Negotiating with providers of financial products
- Producing financial reports
- Updating clients about their investments
- Meeting performance and sales targets
- Keeping up to date with new products and law changes

WHAT YOU WEAR

Smart office wear



WORKING CONDITIONS

Office/ bank/ home based

WORKING HOURS

35-40

Evening/ Weekends

ANNUAL LEAVE

28 Days



ANNUAL INCOME

Starter £25,000

Experienced £90,000



SKILLS REQUIRED

- Customer service skills for finding out customer needs
- Knowledge of economics and accounting for understanding financial markets and products
- Maths knowledge for creating financial plans
- The ability to sell products and services
- Excellent verbal communication skills
- Active listening skills
- Business management skills for negotiating product rates
- To be thorough and pay attention to detail
- To be able to use a computer and the main software packages competently

EDUCATION & EXPERIENCE

University Degree - 2 to 3 A levels, or equivalent, for a degree in;

- Financial services
- Business management
- Accountancy

Once you finish your course you could apply to join a financial services company or bank as a Trainee Advisor.

Apprenticeship - 4– 5 GCSE grades 9-4 and A-Levels

You could do a Financial Advisor higher apprenticeship or a financial services professional degree apprenticeship

Work

You could start as a Financial Services Administrator or Customer Services Advisor in a bank and work your way up

To do this, you will need to study for a Level 4 qualification in Financial Advice recognised by the Financial Conduct Authority

Labour Market Information

In the Careers section of the school website you can find the useful comparison tool the 'Labour Market Information widget'

Use the widget to compare different job roles in any employment sector or relating specifically to the 'Job of the Week'.

Finance and investment analysts and advisers		Chartered and certified accountants		Financial administrative occupations n.e.c.	
Weekly Pay £810	Annual Pay £42,120	Weekly Pay £720	Annual Pay £37,440	Weekly Pay £450	Annual Pay £23,400
Hours/Week 35h	Hourly Pay £23	Hours/Week 33h	Hourly Pay £22	Hours/Week 36h	Hourly Pay £13
Workforce Change (projected)		Workforce Change (projected)		Workforce Change (projected)	
Growth 6.3%	Replacement 50.4%	Growth 5.7%	Replacement 56.1%	Contraction -5%	Replacement 68.2%
The workforce is projected to grow by 6.3% over the period to 2027, creating 13,400 jobs. In the same period, 50.4% of the workforce is projected to retire, creating 106,800 job openings.		The workforce is projected to grow by 5.7% over the period to 2027, creating 13,600 jobs. In the same period, 56.1% of the workforce is projected to retire, creating 133,400 job openings.		The workforce is projected to contract by -5% over the period to 2027, losing 9,400 jobs. In the same period, 68.2% of the workforce is projected to retire, creating 128,800 job openings.	
You might find this job in Auxiliary services Financial services Head offices, etc Public admin. & defence Legal & accounting		You might find this job in Legal & accounting Wholesale trade Retail trade Health Membership organisations		You might find this job in Auxiliary services Retail trade Financial services Head offices, etc Public admin. & defence	
More info	Clear card	More info	Clear card	More info	Clear card

Finance and investment analysts and advisers

Job holders in this unit group advise customers, who may be individuals, companies or specialist groups, on the purchase of investments, insurance, mortgages, pensions and other financial services and products.

Common tasks in this job:

- predicts the likely long- and short-term future performance of securities and other financial products and advises upon what will be an appropriate investment for their clients;
- analyses the financial position of clients, taking into account outgoings, dependants and commitments;
- advises on the relative merits of pension schemes, insurance policies and mortgages that best meet the needs of clients given their personal circumstances;
- monitors information on the socio-economic environment and interprets the implications of such information for their clients;

Back

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Chartered and certified accountants

Jobholders in this unit group provide accounting and auditing services, advise clients on financial matters, collect and analyse financial information and perform other accounting duties required by management for the planning and control of an establishment's income and expenditure.

Common tasks in this job:

- plans and oversees implementation of accountancy system and policies;
- prepares financial documents and reports for management, shareholders, statutory or other bodies;
- audits accounts and book-keeping records;
- prepares tax returns, advises on tax problems and contests disputed claim before tax official;

Back

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Financial administrative occupations n.e.c.

Job holders in this unit group carry out a variety of finance-related administrative functions not elsewhere classified in MINOR GROUP 412: Administrative Occupations: Finance.

Common tasks in this job:

- receives and pays out cash to customers in non-financial organisations such as turf accountants;
- sells tickets in theatre and cinema box offices, sports stadiums etc.;
- performs duties as cashier in schools, local government and other public sector organisations, legal and insurance services;
- administers grants and student loans in educational institutions;

Back

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Powered by LMI For All.

To compare the Labour Market Information of different job roles that you might be interested in please visit the Careers section on the school website.

JOB

OF THE WEEK

Click on the website links to research the job role further:

[Financial adviser | Explore careers | National Careers Service](#)

[How to become a Financial Adviser \(libf.ac.uk\)](#)

[Accountancy, banking and finance | UCAS](#)

[Financial adviser job profile | Prospects.ac.uk](#)