

# Securities, Commodities, and Financial Services Sales Agents

SOC: 41-3031 • Career Profile Report

## ■ Key Facts

**\$78,140**

Median Salary

**514,500**

Employment

**+3.0%**

Growth Rate

## ■ Requirements & Salary Range

**Education:** Bachelor's degree

## ■ Automation Risk Assessment

**Low Risk** - 18.0% probability of being automated in the next 10-20 years.

This job is relatively safe from automation due to its creative, social, or complex problem-solving requirements.

## ■■ Work-Life Balance

**8.5/10** - Excellent work-life balance

## ■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	4.4/10	Investigative	5.0/10
Artistic	5.4/10	Social	8.0/10
Enterprising	9.0/10	Conventional	5.8/10

## ■ Top Skills Required

Analytical skills, Customer-service skills, Decision-making skills, Detail oriented, Initiative, Math skills

### ✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

### ■ Challenges

- Burnout Risk
- Rapid Technological Change

## ■ What They Do

Securities, Commodities, and Financial Services Sales Agents assist clients in **buying and selling financial products such as stocks, bonds, commodities, and investment instruments**. They provide guidance on investment strategies, monitor market trends, and support clients in achieving financial goals. Their work is critical in financial markets, investment advisory, and wealth management.

This career is well suited for individuals who enjoy finance, sales, and analytical work.

## What Do Securities, Commodities, and Financial Services Sales Agents Do?

These professionals help clients make informed financial decisions and execute transactions in financial markets.

Common responsibilities include:

- Explaining investment options and financial products to clients
- Executing buy and sell orders for stocks, bonds, commodities, and other securities
- Monitoring market trends and economic indicators
- Developing investment strategies based on client objectives and risk tolerance
- Maintaining client accounts and records
- Communicating with clients regarding portfolio performance and recommendations
- Staying informed about regulatory requirements and industry developments

## Key Areas of Financial Sales

Sales agents may specialize in particular markets or services:

- Stock and Bond Trading: Executing transactions and providing advice on equity and debt securities
- Commodity Trading: Buying and selling physical or derivative commodities
- Financial Advisory Services: Guiding clients in portfolio management and investment strategies
- Client Relationship Management: Building long-term trust and advising on financial goals
- Regulatory Compliance: Ensuring adherence to financial regulations and ethical standards

## Skills and Abilities Needed

Financial sales agents combine analytical, sales, and communication skills.

### ***Core Professional Skills***

### ***Personal Qualities That Matter***

## Education and Career Pathway

This role typically requires formal education and experience:

- Bachelor's Degree: Finance, economics, business, or related fields
- On-the-Job Training: Learning trading systems, client interaction, and financial products
- Professional Licensing or Certification: FINRA licenses or other regulatory credentials
- Continuous Learning: Staying updated on market trends, investment strategies, and regulations

## Where Do They Work?

They are employed in organizations that facilitate investment and financial services:

- Brokerage Firms
- Investment Banks
- Financial Planning and Advisory Companies

- Commodity and Trading Firms
- Self-Employed or Independent Advisory Services

Work environments include offices, trading floors, client meetings, and remote advisory settings.

## Is This Career Difficult?

This career requires strong analytical ability, sales acumen, and knowledge of financial markets. Agents must navigate market fluctuations, meet client expectations, and comply with regulations.

## Who Should Consider This Career?

This career may be a strong fit if you:

- Enjoy finance, investments, and financial markets
- Have strong analytical and problem-solving skills
- Can communicate effectively and build client trust
- Are persuasive, self-motivated, and detail-oriented
- Want a career in financial sales, advising, and portfolio management

## How to Prepare Early

- Take courses in finance, economics, business, or accounting
- Gain experience through internships or part-time roles in financial services
- Develop skills in communication, analysis, and client relationship management
- Learn about investment products, trading platforms, and market regulations
- Pursue relevant licenses or certifications to enhance credibility

**Securities, commodities, and financial services sales agents help clients make informed investment decisions, manage portfolios, and achieve financial goals through expertise and strategic guidance.**

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Source: <https://www.bls.gov/ooh/sales/securities-commodities-and-financial-services-sales-agents.htm>