

Loan Officers

SOC: 13-2072 • Career Profile Report

■ Key Facts

\$74,180

Median Salary

301,400

Employment

+2.0%

Growth Rate

■ Requirements & Salary Range

Education: Bachelor's degree

■ Automation Risk Assessment

Medium Risk - 38.0% probability of being automated in the next 10-20 years.

This job has some routine elements but still requires human judgment and interaction.

■■ Work-Life Balance

9.1/10 - Excellent work-life balance

■ Personality Fit (RIASEC)

Higher scores indicate better personality fit for this career type.

Realistic	3.8/10	Investigative	7.2/10
Artistic	4.0/10	Social	6.6/10
Enterprising	8.2/10	Conventional	8.8/10

■ Top Skills Required

Decision-making skills, Detail oriented, Initiative, Interpersonal skills

✓ Strengths

- High Demand
- Flexible Work
- Continuous Learning

■ Challenges

- Burnout Risk
- Rapid Technological Change

■ What They Do

Loan Officers are financial professionals who evaluate, authorize, and recommend **loans for individuals and businesses**. They help customers secure funding for major life and business needs such as buying homes, starting companies, or expanding operations. By balancing financial analysis with relationship-building, loan officers play a key role in facilitating access to credit while managing risk for lending institutions.

This career is well suited for individuals who enjoy finance, customer interaction, and guiding people through important financial decisions.

What Do Loan Officers Do?

Loan officers assess borrowers' financial information to determine loan eligibility and terms. Their responsibilities blend analysis, communication, and compliance.

Common responsibilities include:

- Meeting with applicants to discuss loan needs and options
- Reviewing credit histories, income, and financial statements
- Evaluating loan applications and assessing risk
- Recommending loan approval, denial, or modifications
- Explaining loan terms, rates, and repayment schedules
- Ensuring compliance with lending laws and regulations
- Maintaining accurate loan records and documentation

Types of Loan Officers

Loan officers may specialize by loan type or customer segment:

- Mortgage Loan Officers: Help individuals finance home purchases or refinances.
- Commercial Loan Officers: Work with businesses on expansion or operating loans.
- Consumer Loan Officers: Handle personal, auto, or credit loans.
- Agricultural Loan Officers: Support farmers and agribusiness financing.
- Credit Analysts (related role): Focus on detailed risk assessment and underwriting support.

Skills and Abilities Needed

Loan officers combine financial knowledge with interpersonal skills.

Core Professional Skills

Personal Qualities That Matter

Education and Career Pathway

Becoming a loan officer typically requires formal education and on-the-job training:

- Bachelor's Degree: In finance, business, economics, or a related field
- Entry-Level Banking or Credit Roles: Building lending experience
- Licensing (for certain roles): Required for mortgage loan officers
- Continuing Education: Updates on lending laws and financial products
- Advancement Opportunities: Progression to senior loan officer or management roles

Where Do Loan Officers Work?

Loan officers are employed across financial institutions:

- Banks and Credit Unions
- Mortgage Companies and Lenders

- Commercial and Investment Banks
- Online and Fintech Lending Platforms
- Agricultural and Community Development Lenders

Work may be office-based, remote, or involve travel for client meetings.

How Much Do Loan Officers Earn?

Earnings vary by loan type, experience, and performance:

- Entry-Level Loan Officers: Typically earn base salaries
- Experienced or Mortgage Loan Officers: Often earn higher pay with commissions
- Commercial or Specialized Loan Officers: May earn more due to deal size

Compensation may include bonuses or commission structures.

Is This Career Difficult?

Loan officers face performance pressure, regulatory requirements, and financial risk considerations. The challenge lies in accurately assessing borrower risk, staying compliant with laws, and meeting sales or lending goals while maintaining ethical standards.

Who Should Consider Becoming a Loan Officer?

This career may be a strong fit if you:

- Enjoy finance and credit analysis
- Like working directly with clients
- Are comfortable explaining financial concepts
- Are goal-oriented and persuasive
- Value stability with performance-based rewards

How to Prepare Early

- Study finance, accounting, and economics
- Develop strong communication and sales skills
- Learn about credit scoring and lending regulations
- Gain experience in banking or customer service roles
- Explore licensing requirements for mortgage lending

Loan officers help turn financial goals into reality by connecting individuals and businesses with responsible credit solutions, balancing opportunity, trust, and sound financial judgment in every lending decision.