



CAREER PATH

# Business, Management & Technology

CAREER CLUSTER  
**Finance**

CAREER PATHWAY  
**Securities and Investments**



## SECURITIES, COMMODITIES AND FINANCIAL SERVICES SALES AGENT

Buy and sell securities in investment and trading firms, or call upon businesses and individuals to sell financial services. Provide financial services, such as loan, tax, and securities counseling. May advise securities customers about such things as stocks, bonds, and market conditions.

### Knowledge and Skills Needed for this Career

In addition to courses required for high school graduation, essential skills and knowledge needed for a career as a sales agent are reinforced by taking rigorous and relevant courses, as well as participating in work-based experiences and student organization activities.

*(See the Sample Personal Plan of Study for suggested coursework, activities, and knowledge and skills to pursue in preparation of an occupation in this Career Cluster.)*

### Education Requirements

Occupation	Percent of Missouri employees aged 25 to 44 in the occupation whose highest level of educational attainment is:		
	High School or Less	Some College	Bachelor Degree or More
Securities, commodities, & financial services sales agents	10.3%	23.1%	66.6%
Sales Representatives, Services	17.5%	34.1%	48.4%
Sales and Related	31.8%	32.1%	36.0%

Most Common Educational/Training Level: Bachelor's degree

Apprenticeships are available for more than 240 occupations. Visit [www.oa.doleta.gov/bat.cfm](http://www.oa.doleta.gov/bat.cfm)

Note: Be sure to learn whether your occupation has a specific requirement for education or licensing.

### National and State Wage Information

Location	Pay Period	2007		
		Entry*	Median	Experienced**
United States	Hourly	\$20.36	\$32.90	\$58.78
	Yearly	\$42,300	\$68,400	\$122,300
Missouri	Hourly	\$19.32	\$28.20	\$44.45
	Yearly	\$40,200	\$58,700	\$92,500

Based on (\*) lower 25% and (\*\*) upper 25% percentile of wages.

### National and State Employment Trends

Sales Agent	Employment		Percent Change	Job Openings*
	2006	2016		
United States	319,900	399,400	+ 25%	16,140
Missouri	6,300	6,810	+ 8%	120

\*The estimate for Job Openings includes both turnover that results from people who leave the occupation (e.g. quit, retire, death) and new jobs that are created.

### Educational Opportunities

*Note: This list may not be all inclusive. For more information about Missouri schools and programs, visit [www.dhe.mo.gov](http://www.dhe.mo.gov)*

**Missouri Southern State University**  
Joplin, MO  
(417) 625-9300  
[www.mssu.edu](http://www.mssu.edu)

**Washington University in St Louis**  
Saint Louis, MO  
(314) 935-5000  
[www.wustl.edu](http://www.wustl.edu)



**MISSOURI DEPARTMENT OF  
ELEMENTARY AND SECONDARY  
EDUCATION**



[www.dese.mo.gov](http://www.dese.mo.gov)

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