How the Career Centre Can Help

- Check out some of our career exploration books and other resources, like the “Careers in Investment Banking” book or “Careers in Financial Services” report
- Check the summer and part-time jobs on the Career Learning Network or attend one of our employment fairs to get experience in the field

The financial services industry encompasses a broad range of businesses, which manage the exchange of funds between lenders, investors, and borrowers. This dynamic industry offers an infinite number of career options for those looking to start a fulfilling journey in Banking, Insurance, Asset & Investment Management, and other sectors.

Sample Job Titles and Median Salaries* in Canada

- Financial Analyst $64,000
- Financial Planner $64,000
- Investment Banker $117,000
- Mortgage Broker $73,000
- Financial Manager $82,000
- Actuary $96,000
- Credit Manager $59,000
* 5-10 years of experience

In addition to a base salary, many professionals are compensated with commission.

Where the Jobs Are

According to Ontario Job Futures, industry employment is largely concentrated in Ontario, at 49.6%. Over 90% of these professionals work in banking, insurance, and securities, with banks being some of the leading employers within the financial sector.

Employment Projections

The current (2013-2017) employment prospect rating is listed as Above Average, compared to Average for 2009-2012, for:
- Banking, Credit, and Other Investment Managers
- Real Estate, and Financial Brokerage Managers
- Securities Agents, Investment Dealers, and Brokers (includes Mutual Fund Brokers)
- Other Financial Officers (includes Financial Planners and Mortgage Brokers)

The 2015-2017 employment outlook in Ontario and Toronto region is expected to be Average for Financial Managers in Canada.

How to Get Ready

Skills Needed
- Analytical and problem solving
- Communication and relationship-building
- Sales and marketing
- Ability to work under pressure
- Technical skills in the areas of finance, accounting, and computer modelling
- Knowledge of industry trends and terminology

Professional Associations

- Toronto Financial Services Alliance (TFSA)
  www.tfsa.ca
- Advocis (The Financial Advisors Association in Canada)
  www.advocis.ca
- Canadian Bankers Association (CBA)
  www.cba.ca
- Canadian Institute of Financial Planners (CIFP)
  www.cfips.ca
- Canadian Securities Institute (CSI)
  www.csi.ca
- Insurance Institute of Canada (IIC)
  www.insuranceinstitute.ca

Source:

“"The only place where success comes before work is in the dictionary."”
Donald Kendall, former PepsiCo CEO

How the Career Centre Can Help

- Ask us about information interviews and networking at employer events to help you get additional information about the industry and build valuable connections
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- Check the summer and part-time jobs on the Career Learning Network or attend one of our employment fairs to get experience in the field