

NEW HAMPSHIRE CAREER PLANNING GUIDE 2020-2030

Finance Cluster Occupation, SOC Code, and Description	NH Occupational Projections					Future Outlook	2021 Wage Entry Level Median	Usual Education	Entry-Level Preparation			Apprentice	Military	NH License	Holland Interests			Career Pathways
	Employment		Avg. Annual Openings						Education	Experience	Training				1 st	2 nd	3 rd	
	2020	2030	Exits	Transfers	Total													
Accountants and Auditors (13-2011): Examine, analyze, and interpret accounting records to prepare or audit financial statements. Install or advise on systems of recording financial and budgetary data.	5,748	6,244	167	355	572	↑	\$25.48 \$36.67	Bachelor's degree	None	None	★	★	★	C	E	I	Accounting	
Actuaries (15-2011): Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates, and construct probability tables to forecast risk and liability for payment of future benefits.	61	76	1	3	6	↗	\$51.50 \$63.12	Bachelor's degree	None	Long-term OJT				C	I	E	Insurance	
Bill and Account Collectors (43-3011): Locate and notify customers of delinquent accounts by mail, telephone, or personal visit. Take payments and post amount to customer's account; prepare statements; initiate repossession proceedings or service disconnection and keep records.	1,432	1,343	51	98	140	↗	\$14.20 \$17.67	High school diploma or equivalent	None	Moderate-term OJT				C	E		Business Finance	
Bookkeeping, Accounting, and Auditing Clerks (43-3031): Compute, classify, and record numerical data to keep financial records complete. Perform routine calculating, posting, and verifying to obtain primary financial data to maintain accounting records.	8,125	8,025	473	412	875	↗	\$15.10 \$22.00	Some college, no degree	None	Moderate-term OJT	★	★		C	E		Accounting	
Brokerage Clerks (43-4011): Perform duties related to the purchase, sale or holding of securities. Write orders for stock purchases or sales, compute taxes, verify transactions, accept and deliver securities, track stock price fluctuations, distribute dividends, and keep records of transactions.	n	n	n	n	n	↗	\$22.88 \$23.73	High school diploma or equivalent	None	Moderate-term OJT				C	E		Securities and Investments	
Budget Analysts (13-2031): Examine budget estimates for completeness, accuracy, and conformance with procedures and regulations. Analyze budgeting and accounting reports.	62	69	2	3	6	↘	\$26.18 \$36.36	Bachelor's degree	None	None		★		C	E	I	Business Finance	
Claims Adjusters, Examiners, and Investigators (13-1031): Review settled claims to determine that payments and settlements are made in accordance with company practices and procedures. Confer with legal counsel on claims requiring litigation. May also settle insurance claims.	935	916	22	48	68	↗	\$22.91 \$30.51	High school diploma or equivalent	None	Long-term OJT	★		★	C	E	I	Insurance	
Credit Analysts (13-2041): Analyze credit data and financial statements of individuals or firms to determine the degree of risk involved in extending credit or lending money. Prepare reports with credit information for use in decision making.	159	149	3	10	12	↓	\$24.52 \$37.88	Bachelor's degree	None	None				C	E		Banking Services	
Credit Authorizers, Checkers, and Clerks (43-4041): Authorize credit charges against customer accounts. Investigate history and credit standing of individuals or business establishments applying for credit. May interview applicants, or notify customers of acceptance or rejection of credit.	82	81	3	5	8	↓	\$19.85 \$22.94	High school diploma or equivalent	None	Moderate-term OJT				C	E	S	Banking Services	
Credit Counselors (13-2071): Advise and educate individuals or organizations on acquiring and managing debt. May provide guidance on the best loan type and explain requirements or restrictions. May develop debt management plans or provide budget, mortgage, and bankruptcy counseling.	464	516	10	27	42	↑	\$17.56 \$22.27	Bachelor's degree	None	Moderate-term OJT				E	S	C	Business Finance	
Financial and Investment Analysts, Financial Risk Specialists, and Financial Specialists, All Other (13-2098): All financial specialists not listed separately, such as Financial Quantitative Analysts or Fraud Examiners, Investigators and Analysts. Includes financial and Investment Analysts, and Financial Risk Specialists.	1,229	1,350	23	74	109	↑	n/a n/a	Bachelor's degree	None	None	★	★		I	E	C	Securities and Investments	

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Financial Clerks, All Other (43-3099): All financial clerks not listed separately.	75	77	3	5	8	↘	\$10.63 \$21.01	High school diploma or equivalent	None	Short-term OJT				C	E		Banking Services	
Financial Managers (11-3031): Plan, direct, or coordinate accounting, investing, banking, insurance, securities, and other financial activities of a branch, office, or department of an establishment.	3,980	4,740	89	219	384	↑	\$38.80 \$60.90	Bachelor's degree	5 years or more	None	★	★		E	C	S	Business Finance	
Insurance Appraisers, Auto Damage (13-1032): Appraise automobile or other vehicle damage to determine repair costs for insurance claim settlement. Prepare insurance forms to indicate repair cost or cost estimates and recommendations. May seek agreement with repair shop on repair costs.	n	n	n	n	n	↘	\$34.73 \$46.43	Postsecondary non-degree award	None	Moderate-term OJT				C	R	E	Insurance	
Insurance Claims and Policy Processing Clerks (43-9041): Process claims forms, new insurance policies, and modifications to existing policies. Obtain information to verify accuracy and completeness of information on forms, applications, and company records. Update existing policies to reflect changes.	1,254	1,258	44	74	118	↗	\$17.90 \$23.10	High school diploma or equivalent	None	Moderate-term OJT	★			C	E	S	Insurance	
Insurance Sales Agents (41-3021): Sell life, property, casualty, health, automotive, or other types of insurance. May refer clients to independent brokers, work as an independent broker, or be employed by an insurance company.	2,642	2,826	91	153	262	↗	\$16.43 \$23.77	High school diploma or equivalent	None	Moderate-term OJT			★	E	C	S	Insurance	
Insurance Underwriters (13-2053): Review individual applications for insurance to evaluate degree of risk involved and determine acceptance of applications.	287	282	6	15	21	↓	\$25.34 \$37.38	Bachelor's degree	None	Moderate-term OJT				C	E	I	Insurance	
Loan Interviewers and Clerks (43-4131): Interview loan applicants to elicit information; investigate applicants' backgrounds and verify references; prepare loan request papers; and forward findings, reports, and documents to appraisers. Review loan papers, and complete transactions upon approval.	980	970	28	57	84	↗	\$16.97 \$22.85	High school diploma or equivalent	None	Short-term OJT				C	E		Banking Services	
Loan Officers (13-2072): Evaluate, authorize, or recommend approval of commercial, real estate, or credit loans. Advise borrowers on financial status and payment methods. Includes mortgage loan officers and agents, collection analysts, loan servicing officers, and loan underwriters.	1,322	1,360	29	73	106	↗	\$22.04 \$36.98	Bachelor's degree	Less than 5 years	Moderate-term OJT				C	E	S	Banking Services	
New Accounts Clerks (43-4141): Interview persons desiring to open accounts in financial institutions. Explain account services available to prospective customers and assist them in preparing applications.	410	340	12	24	29	↗	\$16.41 \$18.46	High school diploma or equivalent	None	Moderate-term OJT				C	E	S	Banking Services	
Personal Financial Advisors (13-2052): Advise clients on financial plans using knowledge of tax and investment strategies, securities, insurance, pension plans, and real estate. Duties include assessing clients' assets, liabilities, cash flow, insurance coverage, tax status, and financial objectives.	1,206	1,350	29	63	106	↑	\$24.94 \$38.92	Bachelor's degree	None	Long-term OJT			★	E	C	S	Securities and Investments	
Securities, Commodities, and Financial Services Sales Agents (41-3031): Buy and sell securities or commodities in investment and trading firms, or provide financial services to businesses and individuals. May advise clients on stocks, bonds, mutual funds, commodities, or market conditions.	1,457	1,594	34	96	144	↑	\$21.10 \$30.77	Bachelor's degree	None	Moderate-term OJT	★		★	E	C	S	Securities and Investments	

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Tax Preparers (13-2082): Prepare tax returns for individuals or small businesses.	390	401	22	22	45	↗	\$14.46 \$23.35	High school diploma or equivalent	None	Moderate-term OJT				C	E	Business Finance	
Tellers (43-3071): Receive and pay out money. Keep records of money and negotiable instruments involved in a financial institution's various transactions.	1,685	1,413	63	97	133	↗	\$14.19 \$17.59	High school diploma or equivalent	None	Short-term OJT	★	★		C	E	Banking Services	