Finance

Top 5 States to work
1 California
2 Texas
3 New York
4 Illinois
5 Florida

Top Industries Hiring
- Finance and Insurance: 23%
- Professional Scientific and Technical Services: 46%
- Manufacturing: 9%
- Health Care and Social Assistance: 17%
- Other: 5%

Top 5 Job Titles
1 Financial Analyst
2 Contract Specialist
3 Sales Associate
4 Financial Solutions Advisor
5 Credit Analyst

Top 5 Employers
1 Bank of America*
2 U.S. Bancorp*
3 JP Morgan Chase*
4 H&R Block
5 PNC Financial Group*

*Fortune Companies

Salaries
- Financial Analysis
- Financial Managers
- Accounting Professionals
- Investment Specialists
- Financial Sales

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**Expected Growth**

over the next 10 years

<table>
<thead>
<tr>
<th>Selected Occupations</th>
<th>Total Labor Market</th>
<th>Relative Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nationwide</td>
<td>8.24%</td>
<td>7.40%</td>
</tr>
<tr>
<td>California</td>
<td>13.14%</td>
<td>10.70%</td>
</tr>
</tbody>
</table>

**EMPLOYMENT GROWTH (2016-2017)**

- Financial Analysis: 3.2%
- Financial Manager: 4.8%
- Accounting Professionals: 1.0%
- Banking and Lending: 2.7%
- Investment Specialists: 5.5%
- Financial Regulation and Compliance: 5.3%

**Marketable Skills**

<table>
<thead>
<tr>
<th>In Demand Specialized Skills</th>
<th>In Demand Baseline Skills</th>
<th>In Demand Softwares &amp; Programming Skills</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounting</td>
<td>Communication Skills</td>
<td>Microsoft Excel</td>
</tr>
<tr>
<td>Budgeting</td>
<td>Microsoft Excel</td>
<td>Microsoft Office</td>
</tr>
<tr>
<td>Financial Analysis</td>
<td>Planning</td>
<td>Microsoft Powerpoint</td>
</tr>
<tr>
<td>Customer Service</td>
<td>Problem Solving</td>
<td>Microsoft Word</td>
</tr>
<tr>
<td>Financial Reporting</td>
<td>Microsoft Office</td>
<td>SAP</td>
</tr>
<tr>
<td>Project Management</td>
<td>Detail-Oriented</td>
<td>Enterprise Resource Planning (ERP)</td>
</tr>
<tr>
<td>Financial Statements</td>
<td>Teamwork / Collaboration</td>
<td>Microsoft Access</td>
</tr>
<tr>
<td>Sales</td>
<td>Organizational Skills</td>
<td>Oracle</td>
</tr>
<tr>
<td>Staff Management</td>
<td>Research</td>
<td>SQL</td>
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<tr>
<td>Risk Management</td>
<td>Building Effective</td>
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<tr>
<td>Scheduling</td>
<td>Writing</td>
<td></td>
</tr>
<tr>
<td>Public Accounting</td>
<td>Written Communication</td>
<td></td>
</tr>
<tr>
<td>Customer Contact</td>
<td>Microsoft Powerpoint</td>
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</tr>
<tr>
<td>Generally Accepted Accounting</td>
<td>Computer Literacy</td>
<td></td>
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<td></td>
<td>Emotional Intelligence:</td>
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<tr>
<td></td>
<td>Self-awareness</td>
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<td>Self-regulation</td>
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<tr>
<td></td>
<td>Motivation</td>
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<td></td>
<td>Empathy</td>
<td></td>
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<tr>
<td></td>
<td>Social skills</td>
<td></td>
</tr>
</tbody>
</table>

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Information about our Finance USF Alumni:

Where they Live:

1 San Francisco
2 Los Angeles
3 New York
4 China
5 Indonesia

Where they Work:

1 Wells Fargo*
2 Morgan Stanley*
3 Oracle*
4 Merill Lynch
5 PG&E*

*Fortune Companies

What they do:

20% Finance
15% Business Development
8% Sales
8% Education
49% Other

NACE* defines career readiness, identifies key competencies
"Career readiness is the attainment and demonstration of requisite competencies that broadly prepare college graduates for a successful transition into the workplace."

*The National Association of Colleges and Employers

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