

Job of The Week

Financial Adviser

Key Skills

- Customer service skills
- Knowledge of economics and accounting
- Maths knowledge for creating financial plans
- The ability to sell products and services
- Excellent verbal communication skills
- Active listening skills
- Business management skills
- To be thorough and pay attention to detail
- To be able to use a computer and the main software packages competently

Salary

£27,000 - £67,000

Working hours

35 – 40 per week
Evenings/Weekends
Attending appointments or events

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Financial Advisor

Registration

You'll need to register as an 'approved person' by the [Financial Conduct Authority](#)

University

This role is open to graduates of most subjects.

Particularly relevant subjects include:

- Financial services
- Business management
- Accountancy

Once you finish your course, you could apply to join a finance company or a bank as a graduate trainee adviser.

Entry requirements

You'll usually need

- 2 to 3 A Levels, or equivalent, for a degree

Apprenticeship

You could do a Financial Advisor Level 4 Higher Apprenticeship or a Financial Services Professional Level 6 Degree Apprenticeship.

Entry requirements

You'll usually need:

- 4 or 5 GCSEs at grades 9 to 4 (A* to C) and A Levels, or equivalent, for a higher or degree apprenticeship.

Work

You could start as a financial services administrator, pensions administrator or customer services advisor and work your way up.

To do this you'll need to study for a level 4 qualification in financial advice recognized by the [Financial Conduct Authority](#).

These include:

- [Diploma in Regulated Financial Planning](#) from the Chartered Insurance Institute
- [Diploma for Financial Advisers](#) from Walbrook Institute London
- [Investment Advice Diploma](#) from the Chartered Institute for Securities and Investment

If you work in pensions, you could do qualifications offered by the [Pensions Management Institute](#), while you move into an adviser role.

Career path and progression

With experience you could:

- Specialise in one area of work, like pensions
- Become a manager to recruit and train new staff
- Become a director or partner of your company
- Move into compliance, making sure companies follow guidelines and laws

Day to Day tasks:

- Talk to clients about their finances and plans
- Research financial products and explain them simply and clearly
- Negotiate with providers of financial products
- Produce financial reports
- Update clients about their pensions and investments
- Meet performance and sales targets
- Keep up to date with new products and law changes

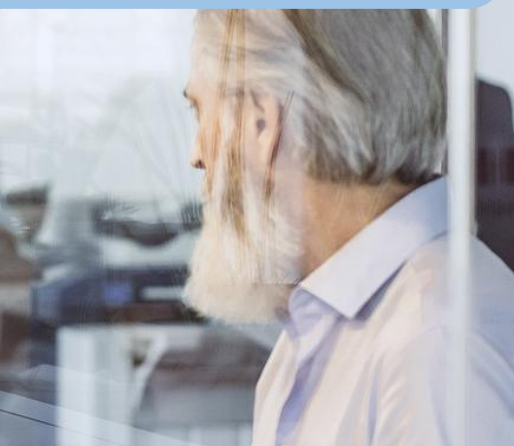
Working conditions

You could work in an office, from home, at a client's home or in a contact centre

Labour Market Information

In the Careers section of the school website you can find the useful comparison tool the 'Labour Market Information widget'.

Use the widget to compare different job roles in any employment sector or relating specifically to the 'Job of the Week'.



Financial managers and directors

Weekly Pay
£1,280
Annual Pay
£66,560
Hours/Week
38h
Hourly Pay
£34

Workforce Change (projected)

Growth
8.6%

The workforce is projected to grow by 8.6% over the period to 2035, creating 30,100 jobs.

You might find this job in

Financial services
Auxiliary services
Legal & accounting
Wholesale trade
Head offices, etc

[More info](#)

[Clear card](#)

Finance officers

Weekly Pay
£620
Annual Pay
£32,240
Hours/Week
37h
Hourly Pay
£17

Workforce Change (projected)

Contraction
-4.6%

The workforce is projected to contract by -4.6% over the period to 2035, losing 2,400 jobs.

You might find this job in

Public admin. & defence
Postal, etc
Education
Wholesale trade
Real estate

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Financial accounts managers

Weekly Pay
£1,000
Annual Pay
£52,000
Hours/Week
37h
Hourly Pay
£27

Workforce Change (projected)

Growth
4.1%

The workforce is projected to grow by 4.1% over the period to 2035, creating 6,000 jobs.

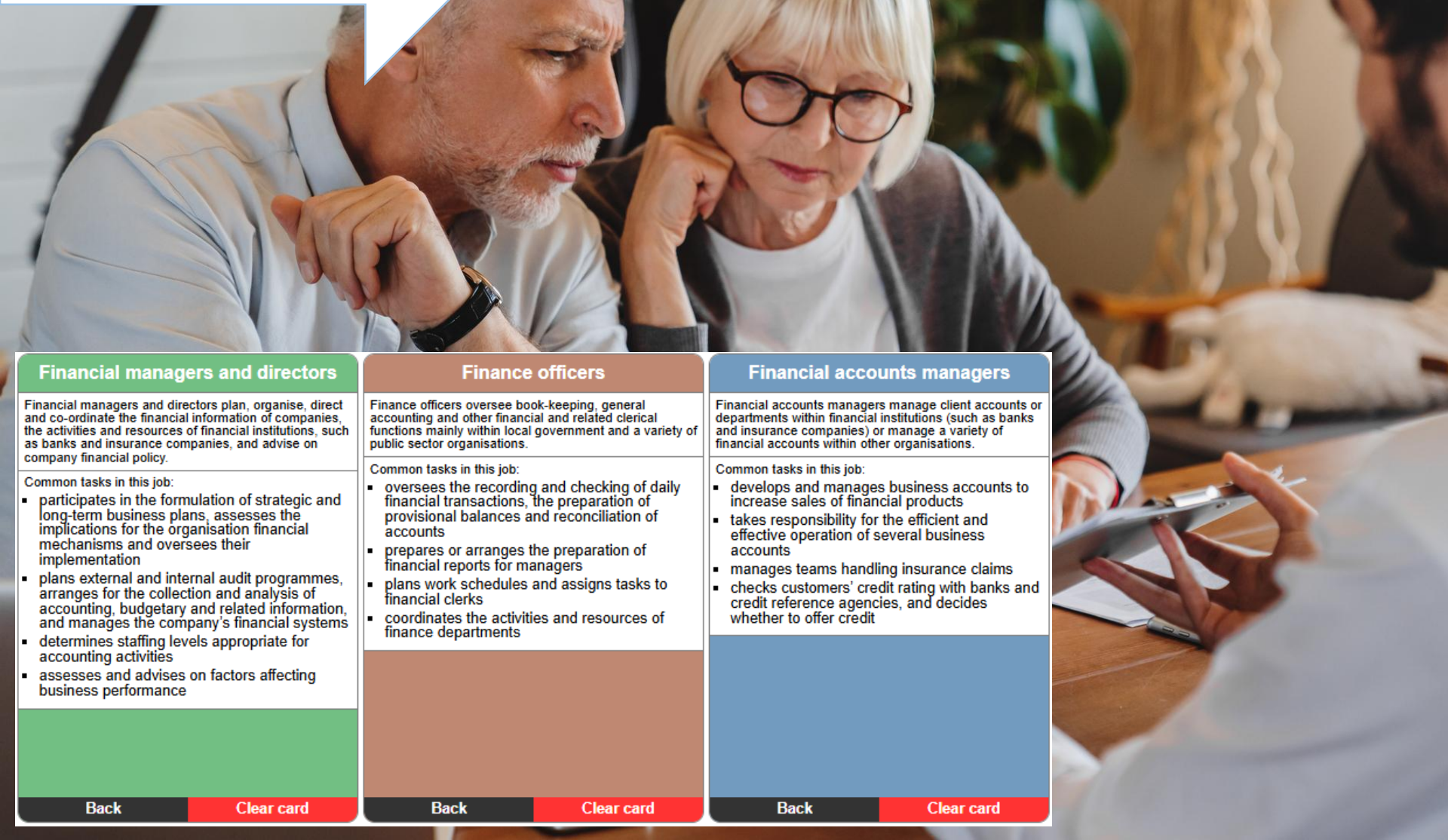
You might find this job in

Auxiliary services
Financial services
Legal & accounting
Head offices, etc
Office admin.

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Labour Market Information



Financial managers and directors

Financial managers and directors plan, organise, direct and co-ordinate the financial information of companies, the activities and resources of financial institutions, such as banks and insurance companies, and advise on company financial policy.

Common tasks in this job:

- participates in the formulation of strategic and long-term business plans, assesses the implications for the organisation financial mechanisms and oversees their implementation
- plans external and internal audit programmes, arranges for the collection and analysis of accounting, budgetary and related information, and manages the company's financial systems
- determines staffing levels appropriate for accounting activities
- assesses and advises on factors affecting business performance

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Finance officers

Finance officers oversee book-keeping, general accounting and other financial and related clerical functions mainly within local government and a variety of public sector organisations.

Common tasks in this job:

- oversees the recording and checking of daily financial transactions, the preparation of provisional balances and reconciliation of accounts
- prepares or arranges the preparation of financial reports for managers
- plans work schedules and assigns tasks to financial clerks
- coordinates the activities and resources of finance departments

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Financial accounts managers

Financial accounts managers manage client accounts or departments within financial institutions (such as banks and insurance companies) or manage a variety of financial accounts within other organisations.

Common tasks in this job:

- develops and manages business accounts to increase sales of financial products
- takes responsibility for the efficient and effective operation of several business accounts
- manages teams handling insurance claims
- checks customers' credit rating with banks and credit reference agencies, and decides whether to offer credit

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Keep looking...

Use these links to learn more about our Job of The Week, consider the various pathways leading to the career, what you can be doing now to help yourself and other roles in the industry...

Useful Websites

[Financial adviser](#) | [Explore careers](#) | [National Careers Service](#)

[Browse Careers](#) | [Discover Your Ideal Job](#) | [UCAS](#)

[Financial adviser job profile](#) | [Prospects.ac.uk](#)

[How To Become a Financial Adviser](#) | [Indeed.com UK](#)

[How to become a financial adviser: Chloe's story - BBC Bitesize](#)

[Financial adviser](#) | [My World of Work](#)

Take a look at these short videos for inspiration...



[What is an Independent Financial Adviser \(IFA\) - YouTube](#)



[How To Become A Financial Adviser UK](#)



[What are the day-to-day responsibilities of a Financial Adviser?](#)



[What a Day in the Life of a UK Financial Adviser Really Looks Like](#)

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