

Securities, Commodities, and Financial Services Sales Agents (41-3031)

Occupation description: Buy and sell securities or commodities in investment and trading firms, or provide financial services to businesses and individuals. May advise customers about stocks, bonds, mutual funds, commodities, and market conditions.

Employment and Job Openings

	Employment			Average annual openings		
	2016 estimate	2026 projection	Percent change	Labor force exits	Occupation transfers	Total
Alaska	166	170	2.4	4	11	15
United States	375,700	398,900	6.2	10,200	25,500	38,030

Job outlook

Alaska: Alaska's employment growth is low with low employment opportunities. [Read more.](#)

2018 Wages

	Mean Wage	Wage by Percentile				
	Mean	10th	25th	Median	75th	90th
United States	47.49	16.52	20.51	30.83	59.29	
Alaska	48.70	20.50	25.14	29.75	59.05	*
Anchorage/Mat-Su Area	53.31	20.50	25.91	31.06	69.03	*
Balance of State	31.19	20.49	23.05	26.73	30.37	56.98

* indicates the estimate is not available, or the hourly wage is greater than \$100, or the annual wage is greater than \$208,000.

Labor Force Indicators

2016 Worker Characteristics

Total workers	Nonresident workers	Percent nonresident	Percent age 45 plus	Percent age 50 plus
174	12	6.9	29.4	20.0

2016 Potential Supply

Qualified but working in another occupation	29
Currently employed in a lower paid occupation	20
UI claimants previously working in occupation	3

2016 ALEXsys Employment Data

Number of registrants	268
Number of job position postings	52
Ratio of registrants to job position postings	5.2

Alaska Licensing Information

Investment Broker-Dealer and Related Occupations – [View licensing requirements and number licensed](#)

Typical Entry-level Education, Experience, and/or On-the-job Training

Education: Bachelor's degree

Work experience: None

On-the-job training: Moderate-term on-the-job training

Department of Labor and Workforce Development, Research and Analysis Section
P.O. Box 115501
Juneau, Alaska 99811-5501
Phone: 907.465.4500, Fax: 907.523.9654
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