

BUSINESS AND FINANCE

OCCUPATION OUTLOOK IN MICHIGAN, 2023

WHAT OPPORTUNITIES ARE AVAILABLE?

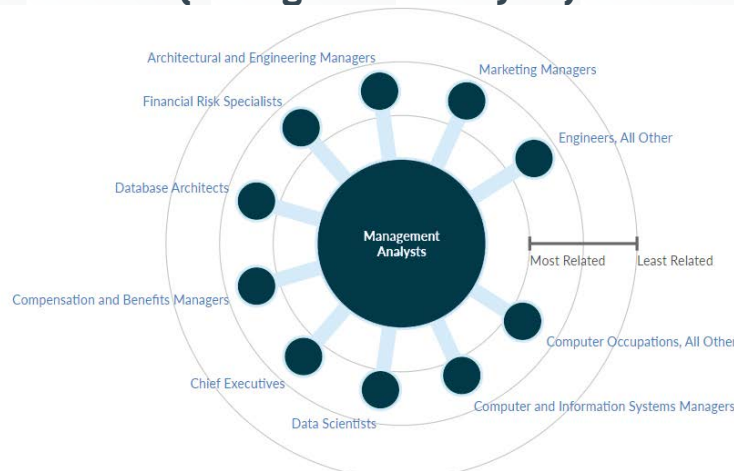
Jobs utilizing business and finance skills can be found in nearly every type of firm. These workers need strong mathematical and accounting abilities along with project management and planning skills. Accountants, Sales Representatives, Management and Financial Analysts, and Insurance Sales Agents are the occupations included here, but many occupations benefit from similar skills and experience.

**130,770
WORKERS
EMPLOYED**

HOW MUCH COULD I EARN?

	ENTRY	MEDIAN	EXPERIENCED
Management Analysts	\$22.87	\$38.54	\$63.64
Accountants and Auditors	\$22.90	\$34.66	\$58.51
Financial and Investment Analysts	\$23.71	\$37.85	\$59.47
Insurance Sales Agents	\$14.19	\$23.47	\$48.87
Sales Representatives, Wholesale and Manufacturing, Except	\$14.71	\$29.86	\$60.22

RELATED CAREER PROFILES (Management Analysts)



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WHAT EDUCATION & SKILLS WILL I NEED?

Three of the occupations analyzed here typically require a bachelor's degree for entry, and two require a high school diploma and on-the-job training according to BLS data. In addition, 71.8% of postings require a college education, and a Master of Business Administration (MBA) is an extremely common posted credential. Of the jobs posting experience requirements, nearly all require five years or fewer.

WHAT AREAS OF STUDY SHOULD I CONSIDER?

The most common program held by business and finance workers is a business administration and management degree, followed by accounting and business/ commerce, general. These programs focus on widely applicable transferable skills across these and other occupations. The total number of completions in the region are reflected in the chart below.

WHAT SKILLS SHOULD I DEVELOP?

- Accounting
- Finance
- Marketing
- Auditing
- Selling Techniques
- Sales Prospecting
- Customer Relationship Management
- Financial Statements
- Financial Analysis
- Outside Sales
- Sales
- Communications
- Management
- Customer Service
- Microsoft Excel

WHAT QUALIFICATIONS SHOULD I PURSUE?

- Valid Driver's License
- Certified Public Accountant
- Master Of Business Administration (MBA)
- Property And Casualty Insurance License
- Certified Internal Auditor
- Life And Health Insurance License
- Certified Information System Auditor (CISA)
- Insurance License

WHAT ELSE SHOULD I KNOW?

Starting in positions such as an insurance sales agent, for example, requires only a high school diploma. Entry-level positions help build customer service skills and financial experience. To grow your career, consider later seeking the credentials to become an accountant or financial analyst, or the experience needed for a lucrative position as a sales representative.

IS THIS FIELD EXPECTED TO GROW?



HOW DO I GET STARTED?

For more information on how to start your career in business and finance visit www.winintelligence.org.

