

# Financial Broker

Financial brokers operate as independent agents to facilitate the trading of commodities and arrange insurance and loans of money on behalf of clients.

## Job title examples



- Commodities Trader/ Commodities Broker
- Finance Broker/ Insurance Broker / Mortgage Broker/ Mortgage Credit Analyst
- Financial Broker/ Investment Broker/ Finance Consultant

## Other jobs in this field of work

## What financial brokers do



- monitor commodity prices, trends and other factors affecting the supply and demand for commodities
- negotiate the purchase and sale of commodities such as grains, wool, minerals and metals
- determine the specific financial and insurance requirements of clients, and research and review available finance and insurance products for suitability to meet clients' requirements
- analyse clients' financial status, discuss financial options and develop financial strategies
- recommend loan combinations that meet clients' needs
- interview prospective clients to explain insurance policy conditions, risks covered, premium rates and benefits, and to make recommendations on the amount and type of cover
- arrange insurance, home loan mortgages and other types of finance for clients through banks, lenders, financiers and insurance companies
- prepare documents which set out the conditions of finance, repayments and loan periods
- identify and advise on significant risk changes to clients' insurance
- broker complex and commercial leases, equipment finance, commercial finance, project finance and finance for property developers

## Main employing industries



- Financial and insurance services

## Qualifications



The following government subsidised qualifications are available in NSW:

**Certificate IV in Finance and Mortgage Broking** available as a traineeship or qualification

**Course fees:** You may be eligible for government subsidised training under Smart and Skilled. Go to the [Course Finder](#) to find training in your area, estimate your fee and find a training provider.

## Job prospects and pay



- There are around 8,688 financial brokers working in NSW.
- Over the next four years, employment in this occupation is expected to grow in NSW.

### Average weekly full time earnings (before tax):

- Financial brokers: \$1,552
- All occupations: \$1,200

## Related jobs



- Financial investment advisers and manager
- Insurance, money market and statistical clerk
- Credit and loans officer

To find out more about other jobs, visit the [Job Guides Homepage](#).

### Information sources

Occupations: Australian Bureau of Statistics, Australian and New Zealand Standard Classification of Occupations, 1220.0

Employment: Australian Bureau of Statistics, Labour Force, Australia, Detailed, Quarterly, 6291.0.55.003

Skills shortages: Department of Employment, Skill Shortage List NSW 2015-16

Job prospects: Centre of Policy Studies (CoPS), Victoria University, Employment Forecast Data for NSW 2015/16 to 2022/23

Earnings: Department of Employment, joboutlook.gov.au, based on ABS Characteristics of Employment Survey, August 2014