

# Financial investment adviser and manager

Average salary: \$86,000+  
Career trend: growing

## Job description

Financial investment advisers and managers translate their client's financial and lifestyle goals into a plan for success. Financial advisers can make a difference to the lives of others by helping them improve their financial situation.

## What financial investment advisers do

Assess their client's financial health by gathering personal and financial data to create projections that show them how to accomplish their financial goals.

Financial investment advisers and managers are educators. They help their clients understand complex financial topics including investments, mortgages, insurance, and tax. They empower their clients to make financial decisions with confidence by creating a long-term plan of action with specific steps required to achieve their goals. This may include how much money they should save, changing their mortgage, how much insurance they need, or which types of bank accounts would suit them better.

Financial investment advisers and managers also help their clients prepare for retirement. Based on their client's expected net worth and future income, they create a report that simulates best and worst-case scenarios and then outline a plan of attack.

Once a strategy is in place, financial investment advisers and managers deliver regular statements updating their clients on their investment portfolio and hold regular meetings to review their client's goals and progress.

## You'll like this job if...

You're good with numbers. You thrive under pressure. You make decisions using logical analysis. You're a good listener and communicator. You have excellent time management skills. You're great at selling. You can explain difficult concepts in plain English. You focus on possibilities. You're proactive and like chasing new leads.

## Will I get a job?

- Growth in this occupation is predicted with 1,300 new jobs in the next four years, bringing the total jobs in Australia to more than 47,000.

## What will I earn?

- Over \$1,650 median full-time weekly salary (before tax, excluding super).

## Roles to look for

- Financial investment adviser
- Financial planning adviser
- Financial investment manager
- Portfolio manager

## A day in the life...

Work as a financial investment adviser or manager may involve these tasks:

- interview prospective clients to determine financial status and objectives
- discuss options and develop financial plans and investment strategies
- monitor investment performance
- review and revise investment plans based on modified needs and changes in markets
- recommend and arrange insurance cover for clients
- arrange buying and selling of stocks and bonds for clients
- advise on investment strategies, sources of funds and the distribution of earnings
- set financial objectives and develop and implement strategies for achieving them
- manage funds from personal superannuation savings policies and unit trusts
- assist in meeting superannuation compliance requirements
- direct the collection of financial, accounting and investment information
- prepare budgets, reports, forecasts, and statutory returns.

## VET qualifications

The following government-subsidised qualifications are available in NSW:

### Certificate IV in Superannuation (FNS40915)

- Up to 2 years full-time
- Also available as a traineeship
- Graduates employed or in further study: 91%\*

### Diploma of Financial Planning (FNS50615)

- Up to 2 years full-time
- Graduates employed or in further study: 92.9%\*

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### Main employing industries

- Financial and insurance services
- Banking

### Other jobs you may like...

- Financial broker
- Credit and loans officer
- Insurance, money clerk
- Statistical clerk

**Information sources** Income: Australian Government Department of Employment, Australian Jobs Report 2017, Occupation Matrix. ANZSCO ID: 2211. Earnings can vary greatly depending on the skills and experience of the worker, and the demands of the role. Job prospects: Australian Government Department of Employment 2017 employment projections to May 2022. Graduate outcomes: National Centre for Vocational Education Research. \*Approximately 6 months after they completed VET.

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