



Banking Career Feature

Retail Banking Jobs

There are different types of banking for customers and business. Retail Banking refers to banking services for individual customers. This includes any banking service provided to individuals such as savings accounts, consumer loans, and credit cards. Bank tellers, financial services jobs, financial analyst jobs are banking positions you might have come across in your everyday banking experience. These jobs often represent entry-level positions. Let us step outside the basic jobs and look at higher paying retail banking positions that can offer \$45,000 to \$70,000 a year.

Senior Manager

Financial Risk Management

Medical Device Analyst

Leading full-service investment bank is looking for an Equity Research Analyst

Senior Research Analyst

Full-service investment bank looking for a Chinese Research Analyst

Commercial Real Estate Underwriter

Experienced commercial real estate underwriter wanted

Branch Manager

Must possess leadership qualities, should be able to coach, train, and manage performance of staff

ED/VP Private Wealth Management

Banking Services firm is seeking an ED/VP of Product Development for its Banking Services team

Banking Sales Specialist

Banking Sales Specialist for its Wealth Management Group

Product Manager (Commercial Banking)

An experienced professional needed to join within the Business Banking platform

Financial Planning

Compliance Specialist

Retail Asset Management Compliance Policy

Senior Compliance Product Manager with Senior Management Exposure

Portfolio Manager, Cards

Support the Senior Portfolio Manager, Credit Cards to maximize the profitability and potentiality of the Bank

SAS/SQL/Excel Developer (Excel/VBA/Data Manager/Risk/SQL Server)

Architect / Solutions Architect (Internet/E-Commerce/Banking/Java)

Chief Operations Officer

Need an outstanding Operations Professional with senior level management and business experience

Regulatory Risk Manager

Regulatory Risk Manager within a leading Insurance, Banking and Financial Service company

The retail banking industry offers several occupations that are expected to grow at the national rate and a few occupations

are

Occupation	Hourly Pay
Financial managers	\$34.00
Loan officers	\$23.50
First-line supervisors/managers of office and administrative support workers	\$19.50
Executive secretaries and administrative assistants	\$18.00
Loan interviewers and clerks	\$14.00
Customer service representatives	\$13.50
New accounts clerks	\$13.50
Office clerks, general	\$11.80
Tellers	\$10.50



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anticipated to jump in employment numbers.

1 (One) star on the description indicates it is slightly below the average growth of 11%

2 (Two) stars indicate above average

3 (Three) stars indicate occupational titles that almost double the average growth percentage. Of all the occupations in retail banking, here are a few expected to do best over the next 10 years:

- Human resources, training, and labor relations specialists*
- Financial analysts*
- Personal financial advisors***
- Loan officers**
- Computer specialists***
- Securities, commodities, and financial services sales agents***
- Tellers***

The employment growth expected across the board is 11 % in the next 10 years but the total banking industry employment growth is only expected to be 4% comparatively.

Wages and Salaries for manager, officer positions, and entry-level retail banking positions:

Resources:
Bureau of Statistics, 2005

The working environment in banks is comfortable. Working hours have been regular banker’s hours but that has changed. Many banks are focusing on customer service and their hours have changed to suit their clientele. They are often open through the early evening hours and on Saturday mornings.

If you are thinking of a career change and want to go into banking, it is a great field with lots of entry-level positions. To climb up the ladder in retail banking you need to refresh your computer skills and obtain some education. Many employers have education benefits and they will pay to go to school if it is in the business. That is a great perk if you are considering several places to apply. Here are two job descriptions. One is for an entry-level position and the other describes the duties of a manager or supervisor.

Bank Teller

- Bank tellers are icons of the banking industry. Tellers make up more than one quarter of all banks’ employees.
- Some of the responsibilities include cashing checks, accepting deposits and loan payments, and processing withdrawals. Bank tellers also sell savings bonds, accept payment for customers’ utility bills and charge cards, process necessary paperwork for certificates of deposit, and sell travelers’ checks. Some tellers specialize in handling foreign currencies, or commercial or business accounts.
- In many ways, this is the quintessential customer service job.
- Technology continues to play a large role in the job duties of all tellers. In almost all banks, for example, tellers use computer terminals to record deposits and withdrawals.

Attention to detail is a must. Good communication skills, as you will be speaking with customers while you are working, and you must have good basic math skills.

Resources:
Occupational Outlook Handbook, Bureau of Labor Statistics

Retail Branch Manager

Retail Branch Manager is generally an innovative individual with excellent operational, customer service and leadership skills. Duties include supervising the retail branch operations, monitoring quality, staff motivation, coaching, supervision, cross selling, and performing account transactions.

Applicants should have Associate’s Degree (AA) or equivalent from two-year College; and three or more years’ related experience and/or training; or equivalent combination of education and experience. Direct banking supervisory experience preferred.
Salary and benefits, include 401(k) and ESOP.

Resources:
Monster, posted December 15, 2008

There are financial opportunities in retail banking and the [jobs](#) are not always found in banks. Retail banking includes credit



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unions and financial lending businesses. They all work with the individual customer to provide service. The outlook growth is good for the positions mentioned above which include teller and 2 or 3 managerial and supervisory positions. The pay is very basic at entry-level, but the good news is, you

have places to go in banking. To advance the requirement is education and some years of experience.

Happy job hunting!

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