

Finance - Commercial Banking

Commercial banking involves working at a bank branch or a bank's corporate headquarters. Commercial banks offer customers a variety of services including checking and savings accounts, mortgage loans, auto loans, and much more. At the business level, banks offer cash management, real estate financing, and commercial loans.

In commercial banking, some of the job duties include: building relationships with clients (individuals and businesses) over a period of time, assisting clients with managing their finances in the most effective way possible, and helping them select various services that meet their needs.

Today, there are a wide range of opportunities within the commercial banking industry. Banks generate hundreds of billions of dollars each year, with some banks more profitable than others. Commercial banking can be at the regional, super regional, national, or global level. Moreover, you play a pivotal role in the expansion of a wider economy. At an entry level position your success depends on how detail-oriented you are, your knowledge of finance, and your ability to communicate and build relationships.



Source: Career Overview—Commercial Banking

Average Salary & Trajectory*

Entry-Level

\$36,000 annually

- Personal Banker
- Credit Analyst
- Sales Agent—Financial Services
- Mortgage Banker
- Bank Teller

Mid-Level

\$60,000 annually

- Branch Manager
- Financial Advisor
- Operations Manager
- Loan Officer
- Banking Officer
- Credit Manager

Executive-Level

\$128,000 annually

- Chief Financial Officer
- Senior Investment Manager
- Regional Manager
- Personal Financial Advisor
- Investment Banker

Learn More With O*Net

Visit O*Net OnLine to explore the sample roles in commercial banking. The database provides career exploration tools to the public at no cost and is continually updated by surveying a broad range of workers from each occupation. Learn about the knowledge, skills, tasks, and activities required for each occupation, as well as median wages and employment trends reported by the Bureau of Labor Statistics and other federal agencies.

01 Visit O*Net OnLine at www.onetonline.org

02 Refer to the sample job titles listed in the "O*Net Keywords" section below

03 Enter phrase into O*Net's "Occupation Search" to explore sample roles

O*Net Keywords:

- Banking
- Commercial Banking
- Financial
- Loans

Roles:

- Loan Officer
- Financial Manager
- Financial Analyst
- Treasurer/Controller

*Note: Salaries are highly dependent on location, company type, and candidate experience/education. For the purposes of this guide we are providing average starting salaries as determined by the National Association of Colleges and Employers (NACE), overall average salaries as determined by the U.S Bureau of Labor Statistics (BLS), as well as supplemental information found from various industry-specific sources.

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Skills/Experience Suggested:

- Demonstrate strong financial/business acumen
- Strong math aptitude
- Analyze business/individual financial statement
- Interpret financial statements to understand the financial condition and operating performance of the business
- Monitor financial covenants for compliance with credit agreements
- Engage in sales activities and acquire new business
- Excellent communication skills, verbal and written
- Strong client service orientation

Professional Certifications:

- Certified Estate and Trust Specialist
- Certified Regulatory Compliance Manager
- Certified Trust and Financial Advisor

Professional Associations:

- American Bankers Association
- California Bankers Association
- Commercial Finance Association
- Mortgage Bankers Association

Campus Resources:

- Finance Association

Don't forget to check out the list of career path advisors

business.fullerton.edu/Programs/Undergraduate/#career-path-advisors

Industry Research & Tools:

- Investopedia.com
- SEC edgar search tool
- Sec.gov/edgar/searchedgar/companysearch.html
- Careeroverview.com/commercial-banking-careers.html
- Vault.com— accessible through your Student Portal

Job & Internship Search Sites:

- Bankjobs.com
- Looksharp.com/s/bank-internships
- Indeed.com
- Internships.com
- LinkedIn.com
- Vault.com—accessible through your Student Portal

Employers Hiring Mihaylo Graduates:



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