

Job of The Week

Stockbroker

Key Skills

- Excellent verbal communication skills
- Maths knowledge
- Analytical thinking skills
- Knowledge of economics and accounting
- The ability to use your judgement and make decisions
- To be able to use a computer and the main software packages confidently
- Customer service skills
- The ability to use your initiative
- Persistence and determination

Salary

£35,000 - £125,000

Working hours

50 – 60 per week
Flexible. Early mornings

Aspire | Challenge | Achieve

Stockbroker

University

You could start by doing a degree in a relevant subject like:

- Management
- Business
- Economics
- Finance
- Maths

A course with a placement year or a summer internship will give you valuable experience and an advantage when applying for work.

Entry requirements

You'll usually need:

- 2 to 3 A levels, or equivalent, for a degree

Apprenticeship

You may be able to get into this job by applying to do an apprenticeship, such as:

- Investment Operations Specialist Level 4 Higher Apprenticeship
- Financial Services Level 6 Apprenticeship

You will take professional exams as part of these apprenticeships and at the end you will be able to apply for membership of a professional body that covers your particular area of work.

Entry requirements

You'll usually need:

- 4 or 5 GCSEs at grades 9 to 4 (A* to C) and A levels, or equivalent, for a higher or degree apprenticeship

Other Routes

You can apply for a place on a company's graduate training scheme if you have a degree. You'll usually need at least an upper second class degree to apply. Useful subjects include:

- Business Management
- Economics
- Finance
- Maths

There's a lot of competition for places, so it'll help if you have some relevant work experience. Many graduates have a postgraduate qualification like a master's in business administration.



Career path and progression

With experience and a good track record you could progress to become a trader, relationship manager or fund manager.

You could also become a partner or set up your own business.

Day to Day tasks

- Give advice on financial risks
- Manage and review client portfolios
- Work closely with investment analysts
- Research financial markets and the latest trading figures
- Generate new business and develop close relationships with clients
- Research financial markets and the latest trading figures
- Instruct stock market traders to achieve the best market prices
- Meet profit, new business and retention targets
- Keep up to date with tax and financial legislation

Working conditions

You could work in an office.

Labour Market Information

In the Careers section of the school website you can find the useful comparison tool the 'Labour Market Information widget'.
Use the widget to compare different job roles in any employment sector or relating specifically to the 'Job of the Week'.

Brokers	
Weekly Pay £1,280	Annual Pay £66,560
Hours/Week 41h	Hourly Pay £31
Workforce Change (projected)	
Growth 4.6%	
The workforce is projected to grow by 4.6% over the period to 2035, creating 2,700 jobs.	
You might find this job in Auxiliary services Financial services Wholesale trade Insurance & pensions Warehousing, etc	
More info	Clear card

Finance and investment analysts and advisers	
Weekly Pay £1,010	Annual Pay £52,520
Hours/Week 38h	Hourly Pay £27
Workforce Change (projected)	
Growth 12.2%	
The workforce is projected to grow by 12.2% over the period to 2035, creating 38,300 jobs.	
You might find this job in Head offices, etc Auxiliary services Financial services Employment activities Office admin.	
More info	Clear card

Financial managers and directors	
Weekly Pay £1,280	Annual Pay £66,560
Hours/Week 38h	Hourly Pay £34
Workforce Change (projected)	
Growth 9.6%	
The workforce is projected to grow by 9.6% over the period to 2035, creating 33,400 jobs.	
You might find this job in Financial services Auxiliary services Legal & accounting Wholesale trade Head offices, etc	
More info	Clear card

Labour Market Information

Brokers

Brokers deal in commodities, stocks, shares and foreign exchange on behalf of clients or on own account, broker insurance and reinsurance, and buy and sell shipping and freight space.

Common tasks in this job:

- advises client on the suitability of insurance schemes and places insurance on behalf of client
- discusses buying and or selling requirements of client and gives advice accordingly
- analyses information concerning market trends for commodities, financial assets and foreign exchange and advises client and employer on the suitability of investments
- records and transmits buy and sell orders for stocks, shares and bonds and calculates transaction costs

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Clear card

Finance and investment analysts and advisers

Finance and investment analysts and advisers advise customers, who may be individuals, companies or specialist groups, on the purchase of investments, insurance, mortgages, pensions and other financial services and products.

Common tasks in this job:

- predicts the likely long- and short-term future performance of securities and other financial products and advises upon what will be an appropriate investment for their clients
- analyses the financial position of clients, considering outgoings, dependants and commitments
- advises on the relative merits of pension schemes, insurance policies and mortgages that best meet the needs of clients given their personal circumstances
- monitors information on the socio-economic environment and interprets the implications of such information for their clients

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Clear card

Financial managers and directors

Financial managers and directors plan, organise, direct and co-ordinate the financial information of companies, the activities and resources of financial institutions, such as banks and insurance companies, and advise on company financial policy.

Common tasks in this job:

- participates in the formulation of strategic and long-term business plans, assesses the implications for the organisation financial mechanisms and oversees their implementation
- plans external and internal audit programmes, arranges for the collection and analysis of accounting, budgetary and related information, and manages the company's financial systems
- determines staffing levels appropriate for accounting activities
- assesses and advises on factors affecting business performance

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Clear card

Keep looking...

Use these links to learn more about our Job of The Week, consider the various pathways leading to the career, what you can be doing now to help yourself and other roles in the industry...

Take a look at these short videos for inspiration...

Financial Analyst



[How to Become a Financial Analyst | INTO City, University of London](#)

Support Analyst



[Career Advice from a Support Analyst at the London Stock Exchange Group](#)

Banking Analyst



[Day in the Life of an Investment Banking Analyst | JPMorgan Chase & Co.](#)

Degree Apprenticeships



[Degree Apprenticeships | BSc Applied Finance with Goldman Sachs](#)

Useful Websites

- [Stockbroker | Explore Careers | National Careers Service](#)
- [Stockbroker job profile | Prospects.ac.uk](#)
- [How to Become a Stockbroker | CFA Institute](#)
- [Careers in finance - BBC Bitesize](#)