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.

### Average Salary & Trajectory*

<table>
<thead>
<tr>
<th>Entry-Level</th>
<th>Mid-Level</th>
<th>Executive-Level</th>
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<tr>
<td>$36,000 annually</td>
<td>$60,000 annually</td>
<td>$128,000 annually</td>
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</table>

**Roles:**
- Personal Banker
- Credit Analyst
- Sales Agent—Financial Services
- Mortgage Banker
- Bank Teller
- Branch Manager
- Financial Advisor
- Operations Manager
- Loan Officer
- Banking Officer
- Credit Manager
- Chief Financial Officer
- Senior Investment Manager
- Regional Manager
- Personal Financial Advisor
- Investment Banker

*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.
Finance - Commercial Banking

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/compan ysearch.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:

About this guide: This resource guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or recommendations from an advisor.