

Steady Growth Continues

Northeast Florida has approximately 57,000 employees in the financial services industry and it is continuing to grow. This area is a hub for finance and insurance establishments and is known for excellence in financial services support, investment banking and mortgage sales. Growth is demonstrated in commercial banking, insurance agencies and brokerages, and direct health and medical insurance carriers, according to JOBSEQ 2024.

There are many ways to plug into the industry based on your skills and areas of interest. Commercial banking, securities brokerage, data process hosting, financial service support/back office and fintech/financial security software are all subsets of this industry.

Top occupation groups within the industry include Office and Administrative Support, Business and Financial Operations and Sales and related.

Significant investments continue to be made in this already well-established but constantly evolving industry here in Northeast Florida.

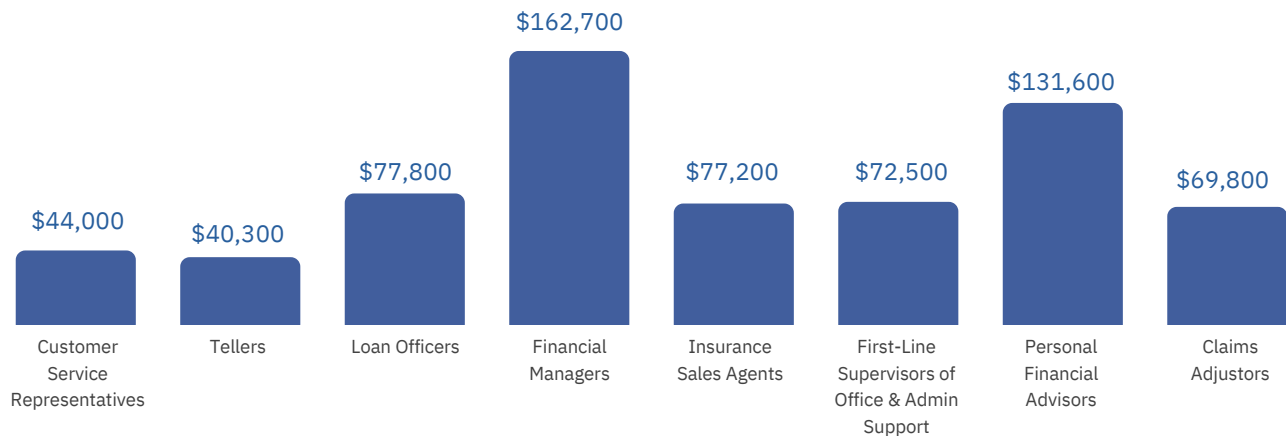
The occupations shown on the chart below represent a cross-section of entry-, mid- and executive-level positions within the industry.

FAST FACTS	57,148 EMPLOYED IN THE SECTOR IN THE REGION
3 Fortune 500 companies with headquarters in our region	\$97,240 AVERAGE WAGE PER WORKER

TOP INDUSTRY EMPLOYERS (2024)

Company	Number of Employees
Bank of America	8,000
Citi	4,000
JP Morgan Chase	3,900
Carr, Riggs & Ingram CPAs & Advisors	3,500
Deutsche Bank	2,400

AVERAGE WAGES



Financial Services Pathway

TALENT PIPELINE

18

VyStar Academy of Business programs in 8 school districts with over 1,800 paid internships since 2006.

7

Regional colleges & universities offering degree or certificate programs with **Financial Services** (or related) concentrations

- Edward Waters University
- Florida State College at Jacksonville
- Jacksonville University
- Keiser University
- St. Johns River State College
- University of North Florida
- Flagler College

Graduate Level

- Master of Accountancy (MAcc) ●
- Business Administration, MBA ● ● ●
- Management (MS) ●
- Business Analytics, MS ●
- Business Analytics, Graduate Certificate ● ●

ADVANCED DEGREE

- **Financial Managers*** (Avg. Annual Wage: \$165,500)
- **Accountants/Auditors** (\$82,400)
- **Management Analysts** (\$90,500)

Bachelor Level

- Finance, Bachelor of Business Administration (BBA) ● ● ● ●
- Financial Planning, BBA ●
- Business Analytics, Bachelor of Science (BS) ● ●
- Organizational Management, BS ●
- Financial Services, BS ●
- Business Administration, BS ● ●
- Accounting, BS or BBA ● ●
- Business Management, BBA ●

4-YEAR DEGREE

- **Service Sales Agents (Stock Brokers)** (Avg. Annual Wage: \$89,500)
- **Loan Officers** (\$78,500)
- **Personal Financial Advisors** (\$131,600)
- **Claims Adjusters, Examiners & Investigators** (\$69,800)

Associate Level

- Business Administration ● ● ●
- Accounting Technology ● ●
- Accounting ●
- Business Analytics ●

2-YEAR DEGREE

- **Customer Service Representatives** (Avg. Annual Wage: \$44,000)
- **Insurance Claims & Policy Processing Clerks** (\$47,200)
- **Loan Interviewers & Clerks** (\$52,200)
- **Brokerage Clerks** (\$55,800)

Certificate Level

- Business Administration ● ●
- Business Specialist ● ●
- Insurance Adjuster ●
- Risk Management & Insurance ●

1 YEAR (OR LESS) CERTIFICATE

- **Customer Service Representatives** (Avg. Annual Wage: \$44,000)
- **Insurance Sales Agents** (\$77,200)
- **Tellers** (\$40,300)

Entry Point

- High school students enrolled in related CTE academies such as VyStar Academy of Business and Finance or related curriculum

HIGH SCHOOL DIPLOMA

Academic Career Planning Awareness & Support, Workforce Advising, Faculty Mentoring
On-the-job Training Hours, Internships, Related Work Experience

Select Regional Employers Financial Services



121 Financial Credit Union	Citizens Property Insurance	First Florida Credit Union*	Regions*
Aetna	Community First Credit Union*	First Horizon Bank*	SoFi*
Allstate	Deutsche Bank*	FIS*	SS&C Advent
Ally Financial	Dun & Bradstreet*	Fortega Financial	Synovus Bank of Jacksonville*
Ameris Bank*	ERC	Gallagher*	TD Bank*
Bank of America*	Ernst & Young	Harden	The Main Street America
BBVA	Everbank*	IBERIABANK	Group*
Black Knight	Farther*	Interncontinental Exchange*	Voya Financial
BMO Commercial Banking*	Federal Reserve Bank Branch*	Macquarie	VyStar Credit Union*
Capital Bank	Fidelity Investments	Paysafe*	Wells Fargo*
CIT Group, Inc.*	Fidelity National Financial, Inc.*	PNC Financial Services*	
Citi*	Fifth Third Bank*	Prudential Financial	

**JAXUSA Partnership Investor/ +JAX Chamber Investor*

Deutsche Bank Supports Global Clients

With trillions in assets across the world, Deutsche Bank is truly a financial powerhouse. What you may not know is that a key part of their global operation resides in the Jacksonville region and has for more than 15 years.

Deutsche Bank has more than 2,000 employees in the Jacksonville area and is now its second largest location in the United States. Deutsche Bank houses many disciplines in Jacksonville, including the Investment Bank, Corporate Bank, Private Bank, Research, a suite of Operations and Technology functions, Compliance, Anti-Financial Crime, Finance, Audit, Legal, Risk Management and Human Resources.



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Earn Up is powered by JAXUSA Partnership, the private, nonprofit division of JAX Chamber that is Jacksonville's regional economic development initiative overseeing the efforts of the seven counties of Northeast Florida. Earn Up also works closely with CareerSource Northeast Florida to ensure that employers have the best assistance or any pertinent workforce needs.

