

# FINANCE, BUSINESS AND LEGAL SERVICES in Shropshire

**National  
Careers  
Service**

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the next step

With the UK home to more multinational company headquarters than anywhere else in the world, there are plenty of job opportunities and the sector is predicted to grow strongly, especially the number of professional roles.

Employers are seeking graduates with experience of the workplace for business management and consultancy roles.

Competition to practice law is very high and there's a growing demand for those experienced in English law to work overseas

## Future trends

Technology is constantly changing work in this sector. Artificial intelligence (AI), cyber security, big data management, ecommerce, Fintech and environmental accounting are all predicted to grow over the next few years.

Some of the more routine tasks in financial and legal services are starting to be done by AI which means that the work done by people in some of those jobs will change or disappear.

The Fintech sector, one of the UK's fastest growing sectors which looks to develop the technology with which we pay for goods and services and move money around, is facing a skills shortage and needs people with ICT and digital skills.

## Skills and qualities

Some employers report that they struggle to find candidates with the right personal and people skills. In business, finance and legal services employers are particularly looking for:

Communication  
Problem solving  
Maths  
English  
Business knowledge  
Leadership  
Customer awareness  
ICT  
Languages  
Analytical skills  
Presentation skills  
Negotiating  
Team working  
Initiative  
Calm under pressure

## What could you earn?



These are the average salaries you might expect to earn in the finance, business and legal sectors.\*

Contact centre worker £17,650  
Sales administrator £20,450  
Pensions clerk £21,600  
Finance officer £24,500  
Legal associate professional £27,200  
Customer service manager £27,400  
Human resources officer £28,950  
Investment analyst £34,700  
Financial accounts manager £37,300  
Chartered accountant £38,400  
Solicitor £41,850  
IT systems architect £44,850

\*Annual Survey of Hours and Earnings 2017 median salary rounded to nearest £50

For more information, visit: [nationalcareersservice.direct.gov.uk](http://nationalcareersservice.direct.gov.uk) or call a professional careers adviser on 0800 100 900 (8am – 10pm daily).



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## The local picture

In Shropshire, business services combined – from lawyers and accountants to ICT, marketing, HR and sales as well as management and other consultants – make up one of the largest employment sectors. And like other areas, the sector here is set to grow – predictions say by as much as 28% - as companies choose to locate to places where they can offer employees a better work-life balance.

### How many people are employed in these sectors in our area?

Around 5,000 people in Shropshire are employed in business administration and support; another 1,250 people in the finance and insurance industries, and another 2,000 work in property.<sup>1</sup>

### Large and valued companies in the area:

As well as big high street names such as Barclays, Halifax, HSBC and Lloyds, there are many small to medium enterprises (SMEs) employing between one and 249 people offering a range of jobs in business consultancy, finance and law.

### In demand:

Sales and customer service roles • **HR (human resources) managers** • Actuaries • **Legal professionals** • ICT experts • **Accountants** • Data analysts • **Business intelligence specialists** • Management consultants • **Cyber security experts** • Digital marketing specialists

### Finding out more



[www.discoverrisk.co.uk](http://www.discoverrisk.co.uk)

[www.allaboutlaw.co.uk/law-careers](http://www.allaboutlaw.co.uk/law-careers)

[www.prospects.ac.uk/jobs-and-work-experience/job-sectors](http://www.prospects.ac.uk/jobs-and-work-experience/job-sectors)

[www.icould.com/stories/job-types](http://www.icould.com/stories/job-types)

### Routes in



Local university centres, colleges and training providers offer different routes into careers in this sector including degrees, NVQs and apprenticeships. Most large companies have graduate schemes and many also have apprenticeship and school leaver programmes.

There are several routes into the legal professions including a law degree, law conversion course after a nonrelated degree, or a work-based route.

Some smaller employers are looking for people with a broad range of business skills such as HR, finance, information management and legal knowledge.

<sup>1</sup> Business Register of Employment Survey 2016 rounded figures