

Senior Managers: Financial, Communications and other Business Services

Description

Senior managers in this unit group are usually appointed by a board of directors, to which they report. They work either alone or in conjunction with the board of directors to develop and establish objectives for the company, and to develop or approve policies and programs. They plan, organize, direct, control and evaluate, through middle managers, the operations of their organization in relation to established objectives. They work in establishments throughout the telecommunications, finance, insurance, real estate, and data processing, hosting and related services industries as well as other business service industries or they may own and operate their own business.

Duties

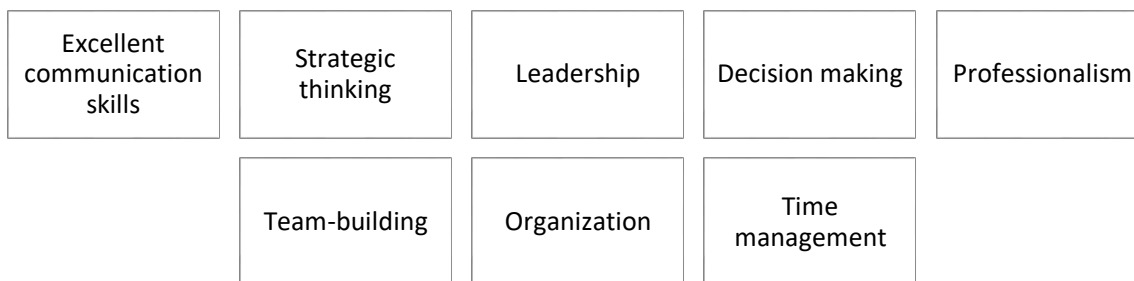
- Determine the company's mission and strategic direction as conveyed through policies and concrete objectives which are met through the effective management of human, financial and material resources
- Authorize and organize the establishment of major departments and associated senior staff positions
- Allocate material, human and financial resources to implement organizational policies and programs; establish financial and administrative controls; formulate and approve promotional campaigns; and approve overall human resources planning
- Select middle managers, directors or other executive staff; delegate the necessary authority to them and create optimum working conditions
- Represent the organization, or delegate representatives to act on behalf of the organization, in negotiations or other official functions.

Other titles:

- bank president
- chief executive officer (CEO) – telephone company
- chief financial officer (CFO) – advertising agency
- chief operating officer – engineering firm
- president and chief executive officer – financial, communications and other business services
- human resources vice-president – bank
- advertising agency president
- marketing vice-president – clerical staff services
- executive vice-president – real estate agency
- general manager – real estate management company
- credit union executive director
- trust company regional vice-president
- computing services company president

(Government of Canada National Occupation Classification)

Skills



Education/Training Requirements

Ontario Secondary School Diploma (OSSD)

- Most college/university programs in Ontario require an OSSD or Mature Student Status

Post-secondary diploma/degree

- A university degree in business administration, commerce, computer science or other discipline related to the service provided is usually required

Certification

- Several years of experience as a middle manager in financial, communications or other business services are usually required
- Senior managers in finance usually require a professional accounting designation

Potential Earnings in Durham Region

The average and median wages and salaries for individuals employed as senior managers of financial, communications and other business services are as follows. Place of Residence (POR) is defined as individuals who reside within the Durham Region. Place of Work (POW) is defined as individuals who are employed within the Durham Region.

Median Wages and Salaries (POR)	Average Wages and Salaries (POR)	Median Wages and Salaries (POW)	Average Wages and Salaries (POW)
\$122,274	\$172,553	\$93,942	\$118,843

Employment Prospects

Industry (NAICS)	Jobs in Durham Region (POW)	Durham Region Residents Employed (POR)
5413 Architectural, engineering and related services	75	65
5415 Computer systems design and related services	65	105
5416 Management, scientific and technical consulting	70	105
5614 Business support services	25	55

(Ministry of Advanced Education and Skills Development 2016 data in Durham Workforce Authority's 2017 Sector Report)

Additional Resources

- Accounting professional designations in Ontario: <http://www.onip.ca/accounting-professional-designations-in-ontario/>