



CAREER PROFILE

Vice President of Insurance at Toyota Financial Services

EDUCATION/ TRAINING^{1,3}

- Bachelor's degree in finance, sales, accounting, or a related business field
- Master's degree in business administration with a concentration in finance or sales may be preferred
- Several years of experience in the field of choice and detailed understanding of the company's business practices
- A Certified Public Accountant (CPA) certification may be preferred for some careers in finance

SALARY RANGE^{4,5}

- \$160,000–\$208,000
**From the Bureau of Labor Statistics*

WHO ARE THEY?¹

The vice president of Insurance at Toyota Financial Services is a high-level executive in charge of overseeing an important division of the company's business. This is a role that requires skills in management, finance, and sales, among others. At a large, international company like Toyota, the leadership of any one business unit is in charge of millions of dollars' worth of strategic decisions. The vice president of Insurance at Toyota Financial Services is responsible for the sales strategy, acquisition, and retention of insurance products and as such they collaborate closely with the insurance product team. They are responsible for the development and management of a highly qualified sales team and helping that sales team chart new territory. Much of their work is oriented around devising and enacting strategies to build their line of business. At Toyota, the vice president of Insurance at Toyota Financial Services contributes to the company's "Mobility for All" mission by ensuring that their division's financial future is strong so that they can continue to innovate and provide new mobility solutions to their customers. In addition to many years' worth of experience in sales or finance, the vice president of a business unit like Toyota Financial Services will have an advanced understanding of the industry they work in and acute knowledge of the financial stability of that industry. If you always think in terms of dollars and cents and have the ability to make strategic business decisions, you should consider a role like this one.

WHAT DO THEY DO?^{1, 2}

The vice president of Toyota Financial services is responsible for leading their division to achieve the aggressive financial goals that Toyota Financial Services has set forth. They do this by constantly driving innovation, like the use of technology and automation, which allows them to be more efficient and productive. The vice president

is the one who provides the vision and organizational structure that allows their team to perform at a consistently high level. They must ensure that the division's finances are managed appropriately and that their sales performance is strong. The vice president will listen to the perspectives of many departments and stakeholders and identify opportunities for new growth. They must also oversee the strategic planning for the division as it pertains to spending, investments, and financial health. All of these functions require the ability to effectively use data for strategic assessment and planning, so analytical skills and experience analyzing large data sets are important. The vice president likely needs to report on the division's successes and progress toward goals to other top-level executives, the company's board of directors, and possibly even investors. In short, they are responsible for setting achievable but aggressive goals for their division and ensuring that the team hits its mark.

JOB OUTLOOK^{3,4}

Employment in business and financial operations is expected to grow over the next ten years. While overall employment is expected to be tied to the health of the country's economy at large, a growing range of financial products and the need for companies to continuously improve efficiency are expected to drive growth in these careers. One large benefit of pursuing a career in finance is that companies and organizations in just about every industry you can think of rely on their financial teams for success, so your expertise in finance and accounting could make you a strong candidate to serve as a vice president of finance in whatever industry is most exciting to you.

HOW DO I BECOME ONE?¹

As a high-level executive, a vice president of a division like Toyota Financial Services typically has a high level of formal education and many years of relevant work experience in sales or finance and in their chosen industry. They will have either a bachelor's degree or possibly even a master's degree in sales, finance, accounting, business, or a related field. Students who want to explore careers in sales and finance should take high-level mathematics courses such as calculus in high school, along with any available business courses like economics or accounting. In addition to excellent mathematics skills, finance executives need strong analytical skills and experience working with large data sets, so computer science courses would also be beneficial. Anyone seeking to rise to a top management position in their intended field should also build out leadership experience starting in high school by engaging in activities like student council or seeking leadership roles on sports teams.

¹ "Tellis W. Bethel?" LinkedIn.

<https://www.linkedin.com/in/tellis-w-bethel-a783292/>.

² "Vice President (VP) Finance & Chief Financial Officer (CFO)." PayScale.

[https://www.payscale.com/research/US/Job=Vice_President_\(VP\)_Finance_%26_Chief_Financial_Officer_\(CFO\)/Salary](https://www.payscale.com/research/US/Job=Vice_President_(VP)_Finance_%26_Chief_Financial_Officer_(CFO)/Salary).

³ "Occupational Outlook Handbook." Bureau of Labor Statistics.

<https://www.bls.gov/ooh/business-and-financial/home.htm>.

⁴ "Occupational Outlook Handbook." Bureau of Labor Statistics.

<https://www.bls.gov/ooh/management/top-executives.htm>.

⁵ "Finance Vice President." Zippia.

<https://www.zippia.com/finance-vice-president-jobs/>.