

CAREERS IN FINANCE

CORPORATE AND PUBLIC FINANCE

Areas:

- Financial analysis
- Cash management
- Credit management
- Budget analysis
- Investment management
- Investor relations
- Financial reporting
- Payroll
- Benefits
- Real estate
- Risk management

Strategies:

- Earn an MBA degree
- Complete a finance-related internship
- Seek finance-related leadership roles in campus organizations
- Develop your digital technology competency including industry-specific software
- Create opportunities to sharpen your analytical skills (e.g. research with finance faculty)
- Develop proficiency in a sought-after language for international opportunities

Employers:

- Private businesses of all sizes and types
- State and local government entities
- Federal agencies: Internal Revenue Service & Treasury Department
- Schools and universities
- Non-profit organizations
- Foundations
- Hospitals

CAREERS IN FINANCE

BANKING

Areas:

- Corporate credit analysis
- Commercial and industrial lending
- Trust and private wealth management
- Capital services and mergers & acquisitions
- Mortgage loans
- Loan origination and packaging
- Branch management
- Operations
- Cash management
- Credit scoring and risk management
- Financial analysis
- Private banking

Employers:

- Commercial banks
- Credit unions
- Savings and loan associations
- Savings banks
- Mortgage banks
- Captive finance companies
- Regulatory agencies: Federal Reserve, Federal Deposit Corporation, Office of the Comptroller of the Currency, Office Thrift Supervision

Strategies:

- Gain a solid background in business including marketing and accounting
- Complete an internship or co-op with a bank
- Demonstrate advanced proficiency in professionalism and work ethic competencies.

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INSURANCE

Areas:

- Claims analysis
- Underwriting
- Risk management
- Sales
- Actuarial science
- Loss control

Employers:

- Life insurance firms
- Property and casualty insurance firms
- Commercial banks
- Savings banks

Strategies:

- Complete an internship with an insurance agency.
- Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many good, entry-level positions exist in these areas.
- Initiative and sales ability are necessary to be a successful agent or broker.
- Develop strong verbal and written communication skills
- Take advanced statistics classes to prepare for a career in actuarial science
- Prepare to take the first in a series of actuarial examinations.

PERSONAL FINANCIAL PLANNING

Areas:

- Sales
- Customer service
- Operations
- Portfolio management
- Financial advising
- Insurance advising

Employers:

- Brokerage firms
- Trust companies
- Financial partnerships
- Multi-line insurance firms
- Sole practitioner

Strategies:

- Complete a sales internship
- Demonstrate a highly motivated and entrepreneurial personality
- Research Certified Financial Planner (CFP) designation
- Develop professional relationships through networking

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REAL ESTATE

Areas:

- Residential brokerage
- Commercial sales
- Appraisals
- Property management
- Real estate portfolio management

Employers:

- Real estate brokers
- Commercial banks
- Appraisal firms
- Apartment and condominium complexes
- Developers
- Large corporations: real estate departments
- Real estate investment trusts
- Mutual funds

Strategies:

- Obtain sales experience through part-time, summer or internship positions
- Research real estate broker through the National Association of Realtors
- Demonstrate sales and entrepreneurial competency
- Research appraisal apprenticeships

WEALTH AND ASSET MANAGEMENT

Areas:

- Research
- Trading
- Marketing
- Portfolio management
- Hedge fund management

Employers:

- Portfolio management firms
- Commercial banks
- Investment banks
- Federal Reserve banks
- Insurance firms

Strategies:

- Earn an advanced degree in economics, finance, or business
- Not an entry-level industry, many years of financial experience required

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INVESTMENT BANKING

Areas:

- Corporate financial analysis
- Mergers and acquisitions
- Equity and debt
- Underwriting
- Institutional bond and equity sales
- Retail bond and equity sales
- Business valuation
- Business sale transactions
- Currency trading
- Derivatives (e.g., options)
- Trading
- Venture capital fund management
- New venture analysis
- Hedge fund management

Employers:

- Investment banking firms
- Financial services firms
- Insurance firms
- Commercial banks

Strategies:

- Earn an MBA degree to move beyond the entry-level analyst positions
- Be prepared to work many hours of overtime per week and work your way up
- Develop strong analytical and communication skills
- Cultivate personal ambition
- Join a campus-based investment club
- Obtain a Series 7 License for both institutional and retail broker sales positions
- Work toward the CFA designation

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ACCOUNTING

Areas:

- Corporate or Government:
 - Financial management
 - Financial reporting
 - Cost accounting
 - Tax planning
 - Research

Strategies:

- Opportunities exist in government and corporate settings
- Supplement finance curriculum with additional accounting courses
- Maintain a strong GPA
- Complete an internship in a government agency
- Understand the government job application process

Employers:

- Companies of various sizes, in all industries
- Federal agencies and departments: Federal Bureau of Investigation, Internal Revenue Service, Department of the Treasury, Office of Management and Budget, Securities Exchange Commission
- State and local agencies
- Federal Reserve banks
- Insurance firms