

Finance

What can I do with this major?

OCCUPATIONS	EMPLOYERS	SKILLS TO DEVELOP
<u>CORPORATE AND PUBLIC FINANCE</u>		
Financial Analysis Cash Management Credit Management Budget Analysis Investment Management Investor Relations Financial Reporting Payroll Benefits Real Estate Risk Management	Private businesses of all sizes and types State and local government entities Federal agencies including: Internal Revenue Service Treasury Department Schools and universities Non-profit organizations Foundations Hospitals	<ul style="list-style-type: none">• Results orientation and creativity are desired attributes.• Complete a related internship.• Develop strong computer skills, including spreadsheets, databases, and presentation software.• Sharp analytical skills are crucial in this industry.• Earn an MBA to reach the highest levels of corporate finance.
<u>BANKING</u>		
Corporate Credit Analysis Commercial Lending Trust Management Capital Services and Mergers & Acquisitions Mortgage Loans Originations and Packaging Branch Management Operations Cash Management Credit Scoring and Risk Management Private Banking	Commercial banks Credit unions Savings and loan associations Savings banks Mortgage banks Captive finance companies Regulatory agencies including: Federal Reserve, FDIC, OCC, OTS	<ul style="list-style-type: none">• Develop a solid background in business including marketing and accounting.• Get experience through part-time, summer or internship positions in a financial service firm.• Develop strong interpersonal and communication skills in order to work well with a diverse clientele.
<u>INSURANCE</u>		
Claims Analysis Underwriting Risk Management Sales Actuarial Science Loss Control	Life insurance firms Property and casualty insurance firms Commercial banks Savings banks	<ul style="list-style-type: none">• 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 communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely.• Take additional statistics classes to prepare for a career in actuary science. Prepare to take the first in a series of actuarial examinations.

OCCUPATIONS

EMPLOYERS

SKILLS TO DEVELOP

PERSONAL FINANCIAL PLANNING

Sales
Customer Service
Operations
Portfolio Management

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

- Gain experience in sales.
- Must be highly motivated and entrepreneurial.
- Research how one obtains the Certified Financial Planner (CFP) designation.
- Develop a solid personal network.

REAL ESTATE

Residential Brokerage
Commercial Sales
Appraisals
Property Management
Real Estate Portfolio Management

Real estate brokers
Commercial banks
Appraisal firms
Apartment and condominium complexes
Developers
Real estate investment trusts
Mutual funds

- Obtain sales experience through part-time, summer or internship positions.
- Research how to become a real estate broker through the National Association of Realtors.
- Develop an entrepreneurial spirit.
- Research apprenticeships in appraisal.

INVESTMENT BANKING

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

Investment banking firms
Financial services firms
Insurance firms

- An M.B.A. is required to move beyond the entry-level analyst position in investment banking.
- Investment banking is highly competitive.
- Be prepared to work many hours of overtime per week, start at the bottom, and pay your dues.
- Develop strong analytical and communication skills.
- Cultivate personal ambitiousness.
- Obtain a Series 7 License for both institutional and retail broker sales positions.
- Work toward the CFA designation.

MONEY MANAGEMENT

Research
Trading
Marketing

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

- Most positions require an advanced degree in economics, finance or business and many years of financial experience.

Strategies For Placement In Finance

- Quantitative skills are extremely important. Take additional courses in math, statistics, and accounting.
- Many positions in finance require the ability to analyze and interpret data.
- Develop strong interpersonal and communication skills. Cultivate an eye for detail.
- Gain experience through internships, summer and part-time positions.
- Read the Wall Street Journal and other financial news magazines to stay abreast of current events and to learn more about the industry.
- Join student professional associations in the field of finance.
- Several professional designations and licenses, e.g. Chartered Financial Analyst or Certified Financial Planner, are available to finance professionals working in a particular area. Earning these designations may help one obtain advanced positions.

Internet Resources:

Career Profile – Corporate Finance: www.wetfeet.com/asp/careerlist.asp

WetFeet.com guide to Finance: covers Industry Trends & Overview, "Love-Hate" (pros and cons of this field), Major Players and Job Descriptions & Tips.

Vault: more information on the every day life in Finance. This site is accessible through the Career Services Website: www.capital.edu/careers

Careers-in-Finance.com: Information on key careers in business such as investment banking, consulting and marketing. www.careers-in-finance.com/