

FINANCE

What can I do with this Major?

CORPERATE AND PUBLIC FINANCE

Areas	Employers	Information/Strategies
Financial Analysis	Private businesses of all sizes and types	Complete a related internship
Cash Management	State and local government entities	Develop strong computer skills, including spreadsheets, databases, and presentation software.
Credit Management	Federal agencies including: Internal Revenue Service Treasury Department	Sharp analytical skills are crucial in this industry.
Budget Analysis	Schools and universities	Earn an MBA to reach the highest levels of corporate finance.
Investment Management	Non-profit organizations	
Investor Relations	Foundations	
Financial Reporting	Hospitals	
Payroll		
Benefits		
Real Estate		
Risk Management		

BANKING

Areas	Employers	Information/Strategies
Corporate Credit Analysis	Commercial Banks	Develop a solid background in business including marketing and accounting.
Commercial Lending	Credit unions	Get experience through part-time, summer or internship positions in a financial service firm.
Trust Management	Savings and loan associations	Develop strong interpersonal and communication skills in order to work well with a diverse clientele.
Capital Services and Mergers & Acquisitions	Savings banks	
Mortgage Loans	Mortgage banks	

Areas	Employers	Information/Strategies
Originations and Packaging	Captive finance companies	
Branch Management	Regulatory agencies including: Federal Reserve, FDIC, OCC, OTS	
Operations		
Cash Management		
Credit Scoring and Risk Management		
Private Banking		

INSURANCE

Areas	Employers	Information/Strategies
Claims Analysis	Life insurance firms	Complete an internship with an insurance agency.
Underwriting	Property and casualty insurance firms	Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many good, entry-level positions exist in these areas.
Risk Management	Commercial banks	Initiative and sales ability are necessary to be a successful agent or broker.
Sales	Savings banks	Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely.
Actuarial Science		Take additional statistics classes to prepare for a career in actuary science. Prepare to take the first in a series of actuarial examinations.
Loss Control		

PERSONAL FINANCIAL PLANNING

Areas	Employers	Information/Strategies
Sales	Brokerage firms	Gain experience in sales
Customer Service	Trust companies	Demonstrate a highly motivated and entrepreneurial personality

Areas	Employers	Information/Strategies
Operations	Financial partnerships	Research how one obtains the Certified Financial Planner (CFP) designation.
Portfolio Management	Multi-line insurance firms	Develop a solid personal network.
	Sole practitioners	

REAL ESTATE

Areas	Employers	Information/Strategies
Residential Brokerage	Real estate brokers	Obtain sales experience through part-time, summer or internship positions.
Commercial Sales	Commercial banks	Research how to become a real estate broker through the National Association of Realtors.
Appraisals	Appraisal firms	Develop an entrepreneurial spirit.
Property Management	Apartment and condominium complexes	Research apprenticeships in appraisal.
Real Estate Portfolio Management	Developers	
	Large corporations: real estate departments	
	Real estate investment trusts	
	Mutual funds	

INVESTMENT BANKING

Areas	Employers	Information/Strategies
Corporate Financial Analysis	Investment banking firms (Changes in laws have created a fluid situation in this industry; Mergers and acquisitions continue to take place.)	An M.B.A. is required to move beyond the entry-level analyst position in investment banking. Investment banking is highly competitive.
Mergers and Acquisitions	Financial services firms	Be prepared to work many hours of overtime per week, start at the bottom, and pay your dues.
Equity and Debt	Insurance firms (The Gramm Leach Bliley Act of 1999 allowed	Develop strong analytical and communication skills

Areas	Employers	Information/Strategies
	financial services firms to acquire or build investment banking subsidiaries and vice versa.)	Cultivate personal ambitiousness.
Underwriting		Obtain a Series 7 License for both institutional and retail broker sales positions.
Institutional Bond and Equity Sales		Work toward the CFA designation
Retail Bond and Equity Sales		
Business Valuation		
Business Sale Transactions		
Currency Trading		
Derivatives, e.g. options		
Trading		
Venture Capital Fund Management		
New Venture Analysis		

MONEY MANAGEMENT

Areas	Employers	Information/Strategies
Research	Portfolio management firms	Most positions require an advanced degree in economics, finance or business and many years of financial experience.
Trading	Commercial banks	
Marketing	Investment banks	
Portfolio Management	Federal Reserve banks	
	Insurance firms	

ACCOUNTING

Areas	Employers	Information/Strategies
Corporate or Government Including:	Companies of various sizes, in all industries Federal agencies and departments including:	Sometimes opportunities in accounting exist in government and corporate settings for finance students.
Financial Management	Federal Bureau of Investigation	Take more than the required amount of accounting classes to supplement finance curriculum.
Financial Reporting	Internal Revenue Service	Maintain a strong g.p.a.
Cost Accounting	Department of the Treasury	Complete an internship in a government agency and

Areas	Employers	Information/Strategies
		become familiar with the government application process to work in the public sector.
Tax Planning	Office of Management and Budget	
Research	Securities Exchange Commission	
	State and local agencies	

GENERAL INFORMATION

- 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.