

FINANCE CAREERS OVERVIEW



COMMON INDUSTRIES

- Asset Management
- Aerospace/Defense
- Commercial Banking
- Wealth Management
- Financial Advisor
- Investment Banking
- Insurance
- Utilities
- Retail
- Real Estate
- Technology
- Law
- Media
- Corporate Finance
- Consulting

TYPICAL FINANCE & ECONOMICS CAREER OPTIONS

POSITION/TITLE	SAMPLE OF COMPANIES	PRIMARY RESPONSIBILITIES
Commercial Banker	BMO Harris, Chase, Vantage West, Wells Fargo	Assist individuals and small businesses with borrowing/lending activities in local offices. Tech Skills: Excel, PowerPoint
Commercial Real Estate	CBRE, Cushman Wakefield, EY, HFF, JLL	Opportunities including brokerage, appraisal, property management, development, and financing. Tech Skills: Advanced Excel & PowerPoint, data visualization, ARGUS Software
Corporate Financial Analyst	Comcast/NBC Universal, Honeywell, Intel, Macy's Siemens, Texas Instruments	Analyze financial data by collecting, monitoring and creating financial models for decision support. Assist with financial forecasting, monitor variances, identify trends, recommend actions to management. Tech Skills: Excel (formatting, analysis), PowerPoint
Financial Advisor/Wealth Manager	AXA Advisors, Charles Schwab, Fisher Investments, Edward Jones, Foresters Financial, Vanguard	Work with individuals to accomplish investment goals including college savings, retirement, estate planning, etc. Tech Skills: CRM Software, Excel, PowerPoint
Graduate & Law School	Varied	For students pursuing a career in law or to gain more technical skills in a particular field.
Investment Banker	Goldman Sachs, Merrill Lynch, Citi, Morgan Stanley, Bank of America	Advise clients (companies, governments, or other institutions) on a wide range of capital markets transactions. Tech Skills: Excel (modeling, VBA), PowerPoint
Operations Analyst	Goldman Sachs, Edward Jones, Wells Fargo, JP Morgan, Macy's, Target	Support day-to-day operations of various divisions of a bank, financial institution or corporation. Tech Skills: Excel (formulas, formatting, macros), Database Management, PowerPoint
Research Analyst	BlackRock, DFA, Goldman Sachs, Edward Jones, PIMCO, Fidelity	Research specific investments or types of assets to develop opinions for clients or portfolio managers. Can apply to a variety of asset classes or fund types. Tech Skills: Excel (modeling, analysis), PowerPoint, Data Analysis, Programming (Python, SQL, VBA)
Sales and Trading	Goldman Sachs, Merrill Lynch, Citi, Morgan Stanley, Bank of America	Focus on the buying and selling of financial assets and/or derivative instruments to provide liquidity to clients and/or portfolio managers. Tech Skills: Excel (macros, formulas, formatting), Programming (Python, SQL, VBA)

SAMPLE OF ENGAGEMENT OPPORTUNITIES

- Commercial Real Estate Club
- Economics Society
- Eller Financial Literacy Club
- Financial Modeling Club
- Investments Club
- Microsoft Excel Collegiate Challenge
- Wall Street Scholars Program
- Women in Economics club
- Women in Finance Brunch