

ECONOMICS CAREERS OVERVIEW



COMMON INDUSTRIES

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

TYPICAL ECONOMICS/BUSINESS ECONOMICS CAREER OPTIONS

POSITION/TITLE	SAMPLE OF COMPANIES	PRIMARY RESPONSIBILITIES
Commercial Banking	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 Finance	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 Management	AXA Advisors, Charles Schwab, Fisher Investments, Edward Jones, Vanguard	Work with individuals to accomplish investment goals including college savings, retirement, estate planning, etc. Tech Skills: CRM Software, Excel, PowerPoint
Graduate & Law School	Sample programs: Economics, Juris Doctorate, Marketing, Finance, Analytics	For students pursuing a career in law or graduate school to gain more technical skills in a particular field.
Government/Public Service roles	Sample programs: Thinktanks, government economists, research, criminal justice, labor, energy, health	For students pursuing a career in government and public service
Investment Banking	Goldman Sachs, Merrill Lynch, Citi, Morgan Stanley, Bank of America	Advise clients (companies, governments or other institutions) on a variety of capital market transactions Tech Skills: Excel (formulas, formatting, macros), Database Management, PowerPoint
Operations (Client Service, Data, Acct, Investments)	Goldman Sachs, Edward Jones, Wells Fargo, JP Morgan, Macy's, Target	Support day-to-day operation for various business lines. Tech Skills: Excel (modeling, analysis), PowerPoint, Data Analysis, Programming (Python, SQL, VBA)
Research, Sales and Trading	Goldman Sachs, Merrill Lynch, Citi, Morgan Stanley, Bank of America	Focus on the research of investments including 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
- Microsoft Excel Collegiate Challenge
- Eller Economics Society
- Wall Street Scholars Program
- Eller Financial Literacy Club
- Women in Economics club
- Financial Modeling Club
- Women in Finance Brunch
- Investments Club