

# FINANCE AND BUSINESS ECONOMICS CAREERS OVERVIEW



## COMMON INDUSTRIES

- Asset Management
- Aerospace/Defense
- Commercial Banking
- Financial Advising/ Wealth Management
- Investment Banking
- Insurance
- Utilities
- Retail
- Real Estate
- Technology
- Law
- Media

## TYPICAL FINANCE & ECONOMICS CAREER OPTIONS

POSITION/TITLE	SAMPLE OF COMPANIES	PRIMARY RESPONSIBILITIES
<b>Commercial Banker</b>	BMO Harris, Chase, Vantage West, Wells Fargo	Assist individuals and small businesses with borrowing/lending activities in local offices.
<b>Commercial Real Estate</b>	CBRE, Cushman Wakefield, EY, HFF, JLL	Broad range of opportunities including brokerage, appraisal, property management, development, and financing.
<b>Corporate Financial Analyst</b>	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.
<b>Financial Advisor/Wealth Manager</b>	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.
<b>Graduate &amp; Law School</b>		For students pursuing a career in law or to gain more technical skills in a particular field.
<b>Investment Banker</b>	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.
<b>Operations Analyst</b>	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.
<b>Portfolio Manager</b>	BlackRock, Edward Jones, PIMCO, Vanguard	Oversee portfolios of financial assets and/or derivative instruments for institutional or retail clients in order to serve a specific investment mandate. Entry level jobs to be portfolio manager are research analyst or trader.
<b>Research Analyst</b>	Goldman Sachs, Edward Jones, BlackRock	Research specific investments or types of assets in order to develop opinions for clients or portfolio managers. Can apply to a variety of asset classes or fund types.
<b>Sales and Trading</b>	Goldman Sachs, Merrill Lynch, Citi, Morgan Stanley, Bank of America	Focus on the buying and selling of financial assets and/or derivative instruments in order to provide liquidity to clients and/or portfolio managers.

## ENGAGEMENT OPPORTUNITIES

- Investments Club
- Financial Management Association
- ALPFA
- Commercial Real Estate Club
- Economics Society
- Edward Jones Portfolio Challenge (Fall)
- Women in Capital Markets Day(Spring)
- Women in Finance Speaker Series (Fall & Spring)
- Bloomberg Trading Challenge (Fall)
- Vanguard Explore Days (Fall, Spring, Summer)
- AXA Next (Fall & Spring)
- Envestnet Wealth Mgmt. Cert. (non-course credit)