

## CAREER OPTIONS – FINANCE

Financial management is concerned with making decisions about pursuing uncertain investment opportunities and deciding how to finance these investments. The details of the decision-making environment change over time and across organizations, but the basic principles are quite stable.

### Positions Obtained by Graduates:

- Account Manager, Commercial Markets
- Budget Officer
- Capital Budgeting Analyst
- Commodity Trainer
- Equity Research Assistant
- Financial Accountant
- Financial Analyst
- Financial Services Representative
- Investment Banking Analyst
- Junior Treasury Analyst
- Real Time Power Trader
- Research Associate
- Underwriting Assistant

### DO YOUR HOMEWORK:

Investment Banking Interview Prep

First and foremost, “doing your homework” means that you genuinely understand the role of an investment bank and can clearly articulate the distinct roles of its various functions and that you have devoted some time to distinguishing among the major players.

Firms will expect that both undergraduates and MBA candidates alike can articulate solid reasons for pursuing a job in the field, and they will expect to see evidence that you’ve invested some serious time determining whether this career—and this firm in particular—is right for you.

The Finance area provides a strong foundation in these basic principles so that finance students will be able to adapt to changing environments throughout their careers. The Finance area maintains several databases of security prices and returns, and corporate financial information. These databases are often used in industry and several courses introduce students to them.

### Common Myths about Careers in Finance

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#### #1 You have to work over 100 hours a week

Although you may have to work long and varied hours in the investment banking business, there are other areas of finance where you can work a more normal schedule. Other areas to explore include commercial banking, corporate finance, insurance, and money management.

#### #2 You can’t find a job without a high GPA

There are certain areas of finance where GPA may be used as a recruiting factor; however, there are other areas where companies look for well-rounded individuals. In these areas, a student with a strong GPA but no part-time job, or community involvement may be viewed the same as someone with a lower GPA who is involved in student clubs, community associations, or works part-time.

### Profile of a Finance Graduate

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Finance graduates are able to:

- Compile existing data relevant to a problem analyze financial statements and identify areas for further Investigation
  - Identify areas of weakness in financial planning and decision making (governance, current issues)
  - Perform analysis of investment and financing alternatives
  - Value basic and more exotic financial securities
  - Analyze and suggest potential instruments for financing alternatives
  - Understand how to create value in a corporation through the use of real options analysis
- Understand and analyze the implications of commodity, technology,
  - Foreign exchange and interest rate risk on the investment and financing decisions

- Understand the use of futures and options markets in order to manage risk and also how to earn a premium for providing risk management services
- Understand global commodity markets: quantities, prices, risk and forecasting

### Canadian Securities Course

This course is a necessary foundation for people who want a career in financial services. The Canadian Securities Course explains Canadian investment products and financial markets, and is meant to develop candidates ability to analyze and select investment products for clients. To learn more visit: [www.csi.ca](http://www.csi.ca)

### Chartered Financial Analyst (CFA)

The CFA is a professional designation, which signifies that the holder is competent in financial analysis. The program is focused on developing a candidates investment background and providing them with an ethical grounding that allows them to work anywhere in the world. To learn more visit: [www.cfainstitute.org](http://www.cfainstitute.org)

### Nature of Work and Types of Jobs

**Bank Lending Officer:** commercial, consumer, or mortgage loans analyze and verify information to determine creditworthiness

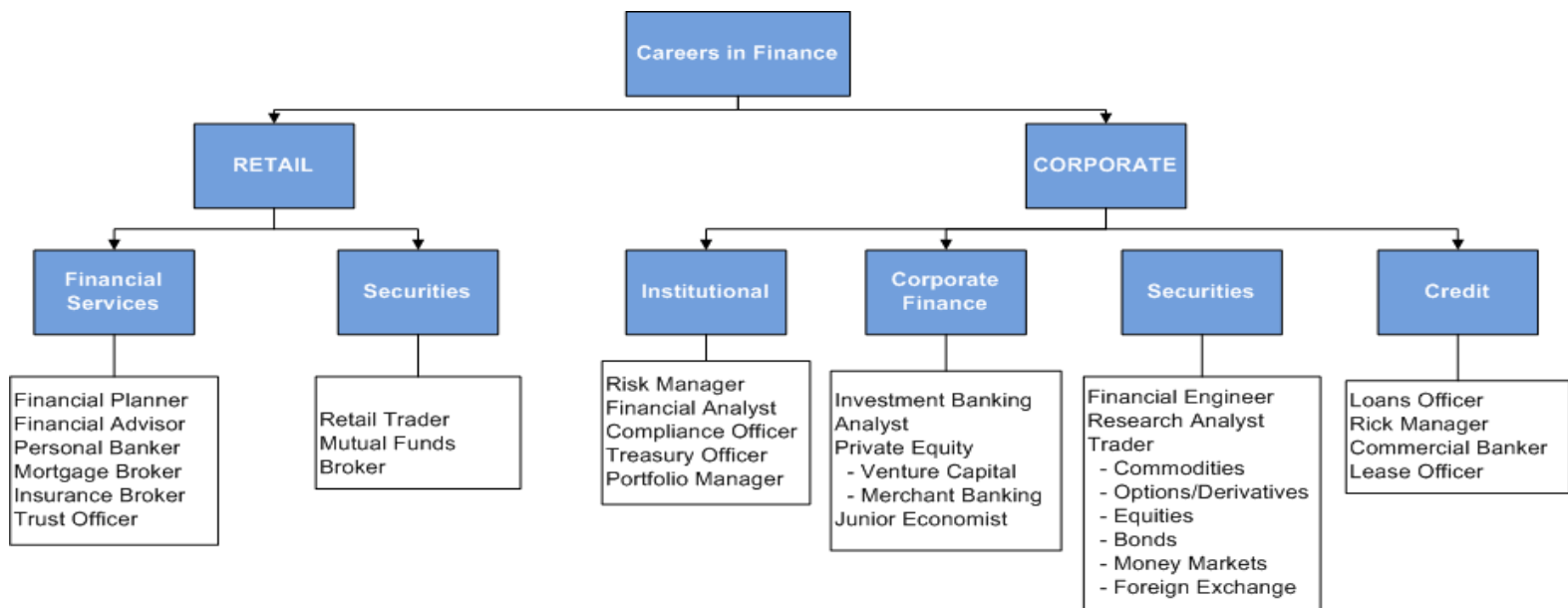
**Corporate Analyst:** capital budgeting analysis and recommendations analyze and manage a firm's risk profile

**Financial Analyst:** provide clients with analysis and guidance to help them with an investment decision and research to determine a company's value and project its future earnings

**Investment Compliance Officer:** ensure that the firm and its employees comply with the Securities Act, ensure that written procedures are disseminated to all staff and prepare periodic financial reports required by regulatory bodies

**Security Underwriting:** assess businesses to determine their access to equity or debt capital raise capital from investors on behalf of the corporations or governments issuing the securities.

1. Particularly if you're an undergraduate with little prior exposure to investment banking, make sure you understand what an investment bank does and how the various functions of a securities firm fit together.
2. Once you've determined which firms you'll be interviewing with, check out any firm specific literature you can find.
3. Check out the website of each firm with which you'll be interviewing.
4. Refine your industry-specific knowledge and review the major transactions in which each firm is involved.
5. Keep abreast of current events—those relating to the financial markets and otherwise.
6. Attend the on-campus information session.
7. Take the time to speak with insiders!



Odette Career Services: [www.uwindsor.ca/business](http://www.uwindsor.ca/business) | mySuccess: [success.uwindsor.ca](http://success.uwindsor.ca)



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ODETTE CAREER SERVICES OFFERS A VARIETY OF RESOURCES TO HELP YOU LAUNCH YOUR CAREER:  
Resume critiques • Cover Letter preparation • Career planning • Job searching • Career preparation workshops • Mock interviews  
Personal appointments • Skill Assessment Tools • Employment Strategies • Networking opportunities • Professional development



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