

FINANCE

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

CORPORATE AND PUBLIC FINANCE

Financial analysis
Cash management
Credit management
Budget analysis
Investment management
Investor relations
Financial reporting
Payroll
Benefits
Risk management

Private businesses of all sizes and types
State and local government entities
Federal agencies:
 Internal Revenue Service
 Treasury Department
Colleges and universities
Non-profit organizations
Foundations
Hospitals

Earn an MBA degree
Complete a finance-related internship to build skills and learn about the work environment.
Seek finance leadership roles in campus organizations
Develop your digital technology competency including industry-specific software
Create opportunities to sharpen your analytical skills (e.g. research with finance faculty)
Develop proficiency in a sought-after language for international opportunities

BANKING

Corporate credit analysis
Commercial and industrial lending
Trust and private wealth management
Capital services
Mergers and acquisitions
Mortgage loans
Loan origination and packaging
Branch management
Operations
Cash management
Credit scoring and risk management
Financial analysis
Private banking

Commercial banks
Credit unions
Savings and loan associations
Savings banks
Mortgage banks
Captive finance companies
Regulatory agencies including:
 Federal Reserve
 Federal Deposit Corporation
 Office of the Comptroller of the Currency
 Office Thrift Supervision

Gain a solid background in business including marketing and accounting
Complete and internship or co-op with a bank
Develop strong interpersonal and communication skills
Demonstrate advanced proficiency in professionalism and work ethic competencies

AREAS

EMPLOYERS

STRATEGIES

INSURANCE

Claims analysis
Underwriting
Risk management
Sales
Actuarial science
Loss control

Life insurance firms
Property and casualty insurance firms
Commercial banks
Savings banks

Complete an internship with an insurance agency
Demonstrate proven initiative and sales ability
Develop strong verbal and written communication skills
Take advanced statistics classes for a career in actuary science

PERSONAL FINANCIAL PLANNING

Sales
Customer service
Operations
Portfolio management
Financial advising
Insurance advising

Brokerage firms
Trust companies
Financial partnerships
Multi-line insurance firms
Sole practitioners

Complete a sales internship
Demonstrate a highly motivated and entrepreneurial personality
Research Certified Financial Planner (CFP) designation
Develop professional relationships through networking

REAL ESTATE

Residential brokerage
Commercial sales
Appraisals
Property management
Real estate portfolio management

Real estate brokers
Commercial banks
Appraisal firms
Apartment and condominium companies
Developers
Large corporations: real estate departments
Real estate investment trusts
Mutual funds
Construction companies

Obtain sales experience through part-time, summer, and internship positions.
Research real estate broker through the National Association of Realtors.
Demonstrate sales and entrepreneurial competency
Research appraisal apprenticeships

AREAS

EMPLOYERS

STRATEGIES

INVESTMENT BANKING

Corporate financial analysis
Mergers and acquisitions
Equity and debt
Underwriting
Institutional bond and equity sales
Retail bond and equity sales
Business valuation
Business sale transactions
Currency trading
Derivatives trading
Venture capital fund management
New venture analysis
Hedge fund management

Investment banking firms
Financial services firms
Insurance firms
Commercial banks

Earn an MBA to move beyond the entry-level analyst positions
Be prepared to work many hours of overtime per week and work your way up
Develop strong analytical and communication skills.
Demonstrate personal ambition
Join a campus-based investment club
Obtain a Series 7 License for both institutional and retail broker sales positions
Work toward the CFA designation

MONEY MANAGEMENT

Research
Trading
Marketing
Portfolio management
Hedge fund management

Portfolio management firms
Commercial banks
Investment banks
Federal Reserve banks
Insurance firms

Earn an advanced degree in economics, finance, or business
Not an entry-level industry, many years of financial experience required

ACCOUNTING

Corporate or government including:
Financial management
Financial reporting
Cost accounting
Tax planning
Research

Companies of various sizes, in all industries
Federal agencies and departments:
Federal Bureau of Investigation
Internal Revenue Service
Department of the Treasury
Office of Management and Budget
Securities Exchange Commission
State and local agencies

Opportunities in accounting exist in government and corporate settings
Supplement finance curriculum with additional accounting courses
Maintain a strong GPA
Complete an internship in a government agency
Understand the government job application process

GENERAL INFORMATION

- Quantitative skills are extremely important in finance. 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 relevant experience through internships, summer, and part-time positions
- Read *The Wall Street Journal* and other financial news magazines to become versed in current events and industry vocabulary
- Seek leadership roles in finance-specific student professional associations
- Research professional designations and licenses, e.g. Chartered Financial Analyst or Certified Financial Planner
- Demonstrate advanced critical thinking and strategic planning
- Learn a language that is sought after in today's business environment