

# What Can I Do With a Major In Finance?

I CAN GO INTO...

AND POSSIBLY WORK FOR...

DOING THIS CAN HELP ME GET THERE...

## CAREER AREAS

## POTENTIAL EMPLOYERS

## JOB SEARCH STRATEGIES

### CORPORATE AND PUBLIC FINANCE

Financial Analysis  
Cash Management  
Credit Management  
Budget Analysis  
Investment Management  
Investor Relations  
Financial Reporting  
Treasury  
Real Estate  
Risk Management

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

Complete a related internship. Look for opportunities posted on [www.depaul.experience.com](http://www.depaul.experience.com).  
Develop strong computer skills, including spreadsheet, database, and presentation software.  
Sharp analytical skills are crucial in this industry.  
You may want to consider graduate school; earning an MBA can help you reach the highest levels of corporate finance.



### BANKING

Corporate Credit Analysis  
Commercial Lending  
Trust Management  
Capital Services and Mergers and Acquisitions  
Mortgage Loans  
Originations and Packaging  
Branch Management  
Operations  
Cash Management  
Credit Scoring and Risk Management  
Private Banking

Commercial Banks  
Credit unions  
Savings and loan associations  
Savings banks  
Mortgage banks  
Captive finance companies, e.g., Ford Motor Credit Company  
Regulatory agencies including: Federal Reserve, FDIC, OCC, OTS

Develop a solid background in business including marketing and accounting.  
Get experience through part-time, summer, or internship positions in a financial service firm.  
Develop strong interpersonal and communication skills in order to work well with a diverse clientele.  
Take intermediate accounting courses, especially for jobs in credit analysis or lending, to complement your finance knowledge.



### INVESTMENT BANKING

Corporate Financial Analysis  
Mergers and Acquisitions  
Equity and Debt  
Institutional Bond and Equity Sales  
Retail Bond and Equity Sales  
Business Valuation  
Business Sale Transactions  
Currency Trading  
Derivatives, e.g. options  
Trading  
Venture Capital Fund Management  
New Venture Analysis

Investment banking firms  
Financial services firms  
Insurance firms

An MBA is required to move beyond the entry-level analyst position in investment banking.  
Be prepared to work many hours of overtime per week, start at the bottom, and pay your dues.  
Develop strong analytical and communication skills, and cultivate personal ambitiousness. Investment banking is a highly competitive field.  
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  
Mutual Fund Analysis

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

Most positions require an advanced degree in economics, finance, or business and many years of financial experience.  
Have a broad understanding of business and be comfortable with risks of investing.  
Good entry points are working for a public pension fund, bank trust department, or a mutual fund.

CAREER AREAS	POTENTIAL EMPLOYERS	JOB SEARCH STRATEGIES
<p><b>ACCOUNTING</b></p> <p>Corporate or Government Including:            Financial Management            Financial Reporting            Cost Accounting            Tax Planning            Research</p>	<p><b>Companies of various sizes in all industries</b>            Federal agencies and departments including: Federal Bureau of Investigation, Internal Revenue Service, Department of the Treasury, Office of Management and Budget, Securities Exchange Commission            State and local agencies</p>	<p>Opportunities in accounting sometimes exist in government and corporate settings for finance students. Maintain a strong GPA and take more than the required number of accounting classes to supplement the finance curriculum.</p> <p>Complete an internship in a government agency and become familiar with the government application process to work in the public sector.</p>
<p><b>CONSULTING</b></p> <p>Business Valuation            M&amp;A Advisory            Strategy and Program Evaluation            Restructuring and Turnaround            Healthcare Consulting            Litigation Consulting            Management Consulting            Government Contracts</p>	<p>Large professional services firms            Boutique firms that specialize in certain industries, like healthcare, education, etc.</p>	<p>Consulting is essentially the business of providing advice to your client, so excellent communication skills, both written and verbal, are necessary.</p> <p>An MBA or specialized masters degree is often required to move beyond an entry-level analyst role. As you progress in your career, you usually develop knowledge in a specific industry and become a specialist. Specialized knowledge, along with a network of industry contacts, increases your chance of moving up.</p> <p>Presentation skills and spreadsheet skills are very important. Consider taking a PowerPoint or Excel course through DePaul's Media Production &amp; Training Department: <a href="http://www.itd.depaul.edu/website/">http://www.itd.depaul.edu/website/</a>. Be prepared for long hours and extensive travel.</p>
<p><b>INSURANCE</b></p> <p>Claims Analysis            Underwriting            Risk Management            Sales            Actuarial Science            Loss Control            Agent / Broker</p>	<p>Life insurance firms            Property and casualty insurance firms            Commercial banks            Savings banks</p>	<p>Complete an internship with an insurance agency.</p> <p>Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many entry-level positions exist in these areas. Find DePaul alumni working in the industry through the ASK network at <a href="http://www.ask.depaul.edu">www.ask.depaul.edu</a>.</p> <p>Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely. Initiative and sales ability are necessary to be a successful agent or broker.</p> <p>Take additional statistics courses to prepare for a career in actuarial science, and prepare to take the first in a series of actuarial examinations.</p>
<p><b>PERSONAL FINANCIAL PLANNING</b></p> <p>Financial Planner            Customer Service            Operations            Portfolio Management</p>	<p>Brokerage firms            Trust companies            Financial partnerships            Multi-line insurance firms            Sole practitioners</p>	<p>Demonstrate a highly motivated and entrepreneurial personality and gain experience in sales. Research how to obtain the Certified Financial Planner (CFP) designation. DePaul's Continuing and Professional Education (CPE) offers a Financial Planning programs and courses: <a href="http://www.learning.depaul.edu">http://www.learning.depaul.edu</a>.</p> <p>Develop a solid personal network; attend networking workshops and events at the Career Center and utilize the ASK network.</p>
<p><b>REAL ESTATE</b></p> <p>Residential Brokerage            Commercial Sales            Appraisals            Property Management            Real Estate Portfolio Management            Transaction Real Estate groups in professional services firms</p>	<p>Property management company            Real estate brokers            Commercial banks            Appraisal firms            Apartment and condominium complexes            Developers            Large corporations: real estate departments            Real estate investment trusts            Mutual funds</p>	<p>Obtain sales experience through part-time, summer or internship positions.</p> <p>Research how to become a real estate broker through the National Association of Realtors. Develop skills in entrepreneurship and networking.</p> <p>Research apprenticeships in appraisal.</p> <p>Consider a double major or minor through DePaul's Department of Real Estate: <a href="http://realestate.depaul.edu/">http://realestate.depaul.edu/</a>.</p>

