

SFG Finance Committee

Introduction to Careers in Finance

Thursday, September 10, 2009

Corporate Finance

▶ What You Do

- ▶ You work for a company to help it find money to run the business, grow the business, make acquisitions, plan for its future, and control the available cash.

▶ Jobs for All Majors

- ▶ Financial Analyst
- ▶ Cash Manager
- ▶ Investor Relations Officer
- ▶ Real Estate Officer
- ▶ Controller/Treasurer
- ▶ Benefits Officer
- ▶ Chief Financial Officer

▶ What You Need

- ▶ Problem Solving
- ▶ Quick Thinking
- ▶ Computer Skills
- ▶ People Skills
- ▶ Patience
- ▶ Innovation
- ▶ Foreign Language
- ▶ Risk Management

▶ Your Future

- ▶ Median Starting salary: \$50,000
- ▶ Room to Grow (MBA)
- ▶ Travel and heavy work load

Government/Regulatory Agencies

▶ Companies

- ▶ Financial Institutions
 - ▶ FDIC
 - ▶ OCC
 - ▶ FED Reserve
 - ▶ OTS
- ▶ Financial Markets
 - ▶ SEC

▶ What's Behind the Scene

- ▶ Great Job Security
- ▶ Very Hands On
- ▶ Hierarchy Dissipation
- ▶ Enormous Potential
- ▶ Various Locales

▶ Job Duties

- ▶ Risk Analysis
- ▶ Security, Role Assessment
- ▶ Reports
- ▶ CAMELS Detail
 - ▶ (C) Capital
 - ▶ (A) Asset quality,
 - ▶ (M) Management,
 - ▶ (E) Earnings,
 - ▶ (L) Liquidity and
 - ▶ (S) Sensitivity to market risk
- ▶ Premium Calculations

Asset Management

- ▶ **What do Asset Managers do?**
 - ▶ Asset Managers manage portfolios of funds and seek to generate returns in the interest of the investors.
- ▶ **Portfolio managers can be found in many diverse roles**
 - ▶ Hedge Funds
 - ▶ Mutual Funds
 - ▶ Pension Plans
 - ▶ Insurance Companies
 - ▶ Corporations
- ▶ **Examples of Firms**
 - ▶ Fidelity Investments
 - ▶ Vanguard Group
 - ▶ State Street Global Advisors
 - ▶ BlackRock
 - ▶ Soros Fund Management

Private Wealth Management

- ▶ **What do private wealth managers do?**
 - ▶ Customized advice on how to best manage and invest funds for an optimal return on an individual basis.
 - ▶ Was once reserved for wealthiest clients of investment firms, but now has spread through financial services industry.
 - ▶ Generally hired because people do not believe that they have the time or expertise to handle their own money
- ▶ **Due to financial situation, emphasis for need to prepare for the unexpected**
 - ▶ Savings (retirement, education, home, car, etc.)
 - ▶ Protection & Insurance
 - ▶ Must be individually approached, every client has different goals/needs
- ▶ **“With great power comes great responsibility” –Uncle Ben**
 - ▶ Ability to invest as you see fit, but if the client does not make money, it is YOUR fault (i.e. only those with functioning moral compasses need apply)
- ▶ **Acquiring clients can be much like sales, need to convince prospective clients why you are an asset to them (otherwise, why should they pay you?)**
- ▶ **Employers: too many to list! Employed by all major banks, insurance companies, private firms...**



Commercial Banking

▶ What do Commercial Bankers do?

- ▶ Commercial Bankers run retail branches, originate loans, and offer some investment products.

▶ Examples of Firms

- ▶ Wachovia/Wells Fargo
- ▶ Bank of America
- ▶ SunTrust
- ▶ HSBC
- ▶ Regions Bank
- ▶ BB&T
- ▶ Royal Bank of Canada

Investment Banking

- ▶ What do Investment Bankers do?
 - ▶ Advisory
 - ▶ Capital Markets
 - ▶ Research
 - ▶ Sales and Trading
 - ▶ Operations
- ▶ Job Titles
 - ▶ Analyst
 - ▶ Associate
 - ▶ Vice President (VP)
 - ▶ Managing Director (MD)
- ▶ Examples of Firms
 - ▶ Goldman Sachs
 - ▶ Morgan Stanley
 - ▶ Barclays Capital
 - ▶ Raymond James & Associates
 - ▶ Bank of America
- ▶ Suggested Reading
 - ▶ Monkey Business
 - ▶ Liar's Poker

Additional Resources

- ▶ For more information about careers in finance:
 - ▶ Visit the UF Career Resource Center located in the Reitz Union
 - ▶ Discuss career ambitions with fellow students, course instructors, and business professionals
 - ▶ Conduct further research:
 - ▶ www.vault.com
 - ▶ www.efinancialcareers.com
 - ▶ www.bls.gov/oco/
 - ▶ Join us for future SFG Finance Committee presentations