

# Financial Services Industry Career Guide

## OVERVIEW

Finance is the ideal sector for ambitious people who are looking for a stimulating, fast-paced environment. According to [Wiley's Ultimate Guide to a Career in Finance](#), finance covers a lot of ground and includes not only how money is managed but also the process through which funds are acquired. It is commonly broken into three subcategories: personal finance, corporate finance and public finance. A job in finance requires not only understanding accounting principles, but also a clear understanding of the best tactics for raising and investing capital.

A career in finance offers high pay and fast career placement after graduation. For example, the U.S. Bureau of Labor Statistics estimates the number of financial analyst jobs, which enjoyed a median pay of more than \$81,000 in 2016, will grow by more than 12% through 2024, well above most categories.

Advantages	Potential Challenges
High compensation	Long hours
Interesting fast-paced work	Tough work/life balance
Potential for extensive training	Competitive work atmosphere

According to the [Unofficial Guide to Banking](#) by Deutsche Bank, there are 8 main sectors to banking and finance, including:

1. Sales & Trading
2. Corporate Finance
3. Transaction Banking
4. Asset Management
5. Private Banking & Wealth Management
6. Retail
7. Technology
8. Infrastructure

This means that finance careers are not limited to business graduates, economists, and mathematicians. Knowledge of financial markets and quantitative skills are likely requirements for all jobs in finance, but applicants are welcomed from all academic areas. Humanists, social scientists, and physical scientists all have different skills to contribute.

Many companies are looking for highly motivated people with a knack for problem solving, project management, and attention to detail. Those who enjoy academic research might be a good fit for a position as a financial analyst. Those who enjoy complex problem solving might be better suited for a position as a strategist. There will always be an abundance of quantitative jobs in finance, so students who enjoy mathematical modeling can pursue jobs in this field.



Career Areas	Sample Roles
Corporate Finance	Staff accountant, financial analyst, internal auditor
Commercial Banking	Loan officer, bank teller, programmer, sales, trust officer
Investment Banking	Investment banker, fixed income researcher, equity researcher
Hedge Funds	Financial analyst, trader, regulatory compliance officer, quantitative analyst, marketing manager, portfolio manager
Private Equity & Venture Capital	Venture capitalist, General Partner, Junior partner, analyst
Financial Planning	Certified financial planner
Insurance	Insurance broker, risk manager, underwriter, IT expert

### Sample Alumni Profiles

[Kibashini Rani](#), Investment Analyst at Abbott Downing  
[Jason Peng](#), Analyst at JP Morgan Investment Management

### Career Resources

[National Venture Capital Association](#)  
[American Academy of Actuaries](#)  
[Insurance Information Institute](#)  
[The American Finance Association](#)  
[New York Society of Security Analysts](#)  
[Association for Financial Professionals](#)  
[Financial Management Association International](#)

### News Resources

[Bloomberg](#)  
[Business Ethics Magazine](#)  
[Economist](#)  
[Fast Company Magazine](#)  
[Wall Street Journal](#)

### Educational Resources

[Investopedia](#)  
[Coursera](#)  
[Khan Academy](#)  
[Vault Guides](#)

