

FINANCE

What can I do with this degree?

AREAS

EMPLOYERS

STRATEGIES

CORPORATE AND PUBLIC FINANCE

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

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

Complete a related internship.
Develop strong computer skills, including spreadsheets, databases, and presentation software.
Sharp analytical skills are crucial in this industry.
Earn an MBA to reach the highest levels of corporate finance.

BANKING

Corporate Credit Analysis
Commercial Lending
Trust Management
Capital Services and Mergers & 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
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.

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.
Talk to professionals in the industry to learn more about claims, underwriting, and risk management. Many good, entry-level positions exist in these areas.
Initiative and sales ability are necessary to be a successful agent or broker.
Develop strong communication skills, as many positions require interaction with others and the ability to explain information clearly and concisely.
Take additional statistics classes to prepare for a career in actuary science. Prepare to take the first in a series of actuarial examinations.

PERSONAL FINANCIAL PLANNING

Sales
Customer Service
Operations
Portfolio Management

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

Gain experience in sales.
Must be highly motivated and entrepreneurial.
Research how one obtains the Certified Financial Planner (CFP) designation.
Develop a solid personal network.

REALESTATE

Residential Brokerage
Commercial Sales
Appraisals
Property Management
Real Estate Portfolio Management

Real estate brokers
Commercial banks
Appraisal firms
Apartment and condominium complexes
Developers
Real estate investment trusts
Mutual funds

Obtain sales experience through part-time, summer or internship positions.
Research how to become a real estate broker through the National Association of Realtors.
Develop an entrepreneurial spirit.
Research apprenticeships in appraisal.

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, e.g. options
Trading
Venture Capital Fund Management
New Venture Analysis

Investment banking firms
(Changes in laws have created a fluid situation in this industry; Mergers and acquisitions continue to take place.)

Financial services firms
Insurance firms
(The Gramm Leach Bliley Act of 1999 allowed financial services firms to acquire or build investment banking subsidiaries and vice versa.)

An M.B.A. is required to move beyond the entry-level analyst position in investment banking. Investment banking is highly competitive.
Be prepared to work many hours of overtime per week, start at the bottom, and pay your dues.
Develop strong analytical and communication skills.
Cultivate personal ambitiousness.
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

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.

GENERAL INFORMATION

- Quantitative skills are extremely important. 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 experience through internships, summer and part-time positions.
- Read the Wall Street Journal and other financial news magazines to stay abreast of current events and to learn more about the industry.
- Join student professional associations in the field of finance.
- Several professional designations and licenses, e.g. Chartered Financial Analyst or Certified Financial Planner, are available to finance professionals working in a particular area. Earning these designations may help one obtain advanced positions.

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Finance Links:

[Careers in Finance](#)

[Information for Accounting, Finance and H.R. Students from SmartPros](#)

[Certified Financial Planners Board of Standards](#)

[Insurance Information Institute](#)

[Real Estate Careers](#)

[Financial News](#)

[Budget Analyst from the Occupational Outlook Handbook](#)

[Financial Managers from the Occupational Outlook Handbook](#)

[Loan Officers from the Occupational Outlook Handbook](#)

[Real Estate Brokers and Sales Agents from the Occupational Outlook Handbook](#)

[Securities, Commodities, and Financial Services Sales Agents](#)

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Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2005) UTK is an EEO/AA/Title VI/Title IX/Section 504/ADA /ADEA Employer