

What can I do with a... Major in Finance?

| <i>I CAN GO IN TO...</i> | <i>AND POSSIBLY WORK FOR...</i> | <i>DOING THIS CAN HELP ME GET THERE...</i> | <i>SAMPLE COMPANIES</i> | <i>SAMPLE TITLES</i> |
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| CAREER AREA | POTENTIAL EMPLOYERS & INDUSTRIES | CAREER PREPARATION STRATEGIES | SAMPLE LIST FOR THIS MAJOR | SAMPLE LIST FOR THIS MAJOR |
| Corporate & Public Finance | | | | |
| <ul style="list-style-type: none"> Financial Analysis Cash Management Credit Management Budget Analysis Investment Management Investor Relations Payroll Benefits Real Estate Risk Management | Private businesses-all sizes Schools and Universities Non-profits Health/Hospitals Federal agencies: <ul style="list-style-type: none"> IRS Treasury Department | <p>Sharpen your skills Take classes that sharpen your analytical skills & presentation abilities. Computer classes will help you learn databases and spreadsheets.</p> <p>Gain experience Finance-related internship or part-time job to learn about the work environment.</p> <p>Network</p> <ul style="list-style-type: none"> Join professional organizations and participate in their activities. Make an effort to meet people at these functions. <p>Pursue a minor Foreign language, Computer Science</p> <p>Pursue graduate school MBA to be eligible for upper management</p> | <p>Click or tap here to enter text.</p> | <p>Job titles</p> <ul style="list-style-type: none"> Program Analyst Retirement plan Acct Mgr. Finance Leadership Program Resource Officer Financial Services Officer Compensation Analyst Financial Specialist Budget Analyst <p>Internship titles</p> <ul style="list-style-type: none"> Financial Intern |

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| Investment Banking <ul style="list-style-type: none"> • Mergers and Acquisitions • Corporate Financial Analysis • Underwriting • Institutional Bond & Equity Sales • Business Valuation • Business Sale Transactions • Currency Trading • Trading • New Venture Analysis • Derivatives, ex: options • Venture Capital Fund Management • Venture Analysis • Hedge Fund Management | <ul style="list-style-type: none"> • Investment Banking firms • Financial Services Firms • Insurance Firms • Commercial Banks | <p>Sharpen your skills</p> <ul style="list-style-type: none"> • Investment banking is highly competitive field. Be prepared to work many hours of overtime and start at the bottom. • Develop strong analytical & communication skills. Be ambitious. <p>Gain experience</p> <ul style="list-style-type: none"> • Take advantage of part-time jobs and internship opportunities. Join a campus investment club. • Obtain a Series 7 license in institutional and retail broker sales positions. <p>Network</p> <p>Join a professional, national organization in finance and participate in the group. Do informational interviews.</p> <p>Pursue a minor</p> <p>Computer Science, Foreign Language.</p> <p>Pursue a graduate degree</p> <p>MBA is highly desirable for upper level positions.</p> | <ul style="list-style-type: none"> • Pacific Capital • TD Bank • TX Municipal Retirement System • Ascension • Bank of America • UFCU • Employee Retirement System of TX • Rice University | <p>Job titles</p> <ul style="list-style-type: none"> • Investment Advisor • Investment Analyst • Banking Audit Mgr. • Client Services Associate • Consultant Relations Associate • Coordinator of Formation • Real Assets Investment Analyst • Restructuring Associate <p>Internship titles</p> <ul style="list-style-type: none"> • Private Equity Analyst • Private Client Group intern |

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| Personal Financial Planning | | | | |
| <ul style="list-style-type: none"> • Sales • Customer service • Operations • Portfolio Management • Financial Advising • Insurance Advising | <ul style="list-style-type: none"> • Brokerage Firms • Trust Companies • Financial Partnerships • Multi-line insurance firms • Sole Practitioners | <p>Sharpen your skills</p> <ul style="list-style-type: none"> • Computer skills/software, data analysis and spreadsheets. • Communication skills, detail oriented, multi-task and prioritizing skills. • Take sales classes. <p>Gain experience Part-time work, and internships.</p> <p>Network Shadow a financial planner to see how they sell and speak to their clients. Join professional groups and seek out a mentor.</p> <p>Pursue a minor Statistics, Computer Science, Foreign Language</p> <p>Pursue a graduate degree MBA</p> | <ul style="list-style-type: none"> • AMD • Wells Fargo • TIAA • Farmers Insurance • Lincoln Financial • Capstar Financial • Trinity Environmental • Insight Wealth Strategy • Bank of America • ComPsych • Whole Foods • Capitol Wealth Strategy • Lithium • State Street • Charles Schwab • Vanguard • Fidelity | <p>Job titles</p> <ul style="list-style-type: none"> • Certified Financial Planner • Para Planner • Operations administration • Wealth Manager • Estate Settlement Administrator • Data Scientist <p>Internship titles</p> <ul style="list-style-type: none"> • Operations Analyst Intern • Finance Intern • Commercial Banking Intern |

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| Insurance | | | | |
| <ul style="list-style-type: none"> • Claims Analysis • Underwriting • Risk Management • Sales • Actuarial Science • Loss Control | <ul style="list-style-type: none"> • Life Insurance firms • Property & casualty insurance firms • Commercial Banks | <p>Sharpen your skills</p> <ul style="list-style-type: none"> • Sales is a necessary skill; Communication with a variety of people; ability to explain information clearly; Prepare to take the test to become a licensed insurance agent. • Be strong in Math, Statistics & Accounting • Read financial news magazines to stay current on the industry. <p>Gain experience Work in an insurance agency part-time or through an internship.</p> <p>Network</p> <ul style="list-style-type: none"> • Join a professional group of insurance agents. • Take advantage of meeting and participating in their organization. • Informational interviews to learn the inside and keys to success of the industry. <p>Pursue a minor Statistics, Computer Science, Marketing</p> <p>Pursue a graduate degree MBA</p> | <ul style="list-style-type: none"> • State Farm • Farmers Insurance • Harbor Life Settlement • First Command Financial Services • Southern Management Corporation • State of Texas • Austin Energy • IAS • Texas Mutual Insurance Company • TX Windstorm Insurance Asso. • Aflac • Charles Schwab • Bankers Life • Humana • Thrivent Financial | <p>Job titles</p> <ul style="list-style-type: none"> • Adjuster • Data Analyst • Compliance Specialist • Payment Consultant • Insurance Sales Representative • Insurance Coordinator • Financial Advisor • Credit Analyst • Underwriter <p>Internship titles</p> <ul style="list-style-type: none"> • Administrative Assistant • Marketing Intern • Sales Assistant |

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| Financial Operations | | | | |
| <ul style="list-style-type: none"> • Revenue Analysis • Treasury • Project Management • People manager • Budget officer • Auditing | <ul style="list-style-type: none"> • Commercial firms • Manufacturing firms • Retail operators | <p>Sharpen your skills</p> <ul style="list-style-type: none"> • Learn Excel and MS office. • Work on strong writing and speaking skills. • Be a problem solver and learn to manage priorities. • Detail oriented and analytical skills are key. <p>Gain experience Summer internships, part-time positions within banks or a finance department at a small or large corporation.</p> <p>Network Shadow and do informational interviews with people in finance departments to learn about how they spend their days.</p> <p>Pursue a minor Economics, Statistics</p> <p>Pursue a graduate degree MBA, Masters in Finance</p> | <ul style="list-style-type: none"> • Legal Zoom • REAP Financial • TX Disposal Systems • Absolute Software • Big Commerce • Charles Schwab • Dell • UFCU • BAE • HomeAway • Allergan • Alorica • Deloitte • Accenture • Avesta | <p>Job titles</p> <ul style="list-style-type: none"> • Operations Analyst • Financial Analyst • Financial Service Professional • Budget Operations Advisor • Controller • Operations Associate <p>Internship titles</p> <ul style="list-style-type: none"> • Assistant Analyst • Analyst Intern • Project Coordinator • Finance Intern |

Selected information on this majors to careers information sheet was adapted from What Can I Do With This Major? produced by the University of Tennessee Center for Career Development.