



Baruch College  
 Career Development Center  
 VC 2-150 (646) 312-4670

## A Career Guide for Finance and Investments

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Finance is the management of money on the corporate, institutional, and personal levels. The flow of money through corporations, capital markets, and financial institutions is central to an economy. A degree in Finance and Investments prepares students for a wide variety of sectors of the economy, including: Corporate Financial Management, Financial Institutions/Commercial Banking, Investments/Investment Banking, Financial Planning/Money Management, and Insurance.

Corporate Finance involves deciding on how to raise money for corporations (debt, equity, retained earnings, etc.).

Commercial Banking typically involves determining when to offer credit or loans to

corporations and individuals, while managing current deposits/assets. Investment Banks help companies and governments manage their financial assets by buying, trading or selling securities. Financial Planning/Money Management helps individuals/institutions “buy” the right investments to maximize potential profit balanced with an appropriate level of risk. Insurance involves helping individuals and businesses manage risk to anticipate and protect themselves from potential future losses.

For further information, contact the Department of Economics and Finance at VC 10-225 or (646) 312-3450.

### SKILLS & ABILITIES

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Working in the field of Finance and Investments typically requires both excellent analytical and communication skills. Individuals must be able to problem-solve, deal with ambiguity and rapidly changing environments, have high

computer proficiency/mathematical skills, and have high initiative or self-starter potential. A sampling of representative skills and abilities follows:

**Analytical**  
 Organize, analyze, and interpret data.  
 Solve quantitative problems.  
 Ensures accuracy.  
 Think logically.  
 Assesses needs/risks.  
 Synthesizes information from various sources.

Strong quantitative skills and computer proficiency.

**Communication**  
 Excellent verbal skills.  
 Explains financial concepts and data.  
 Articulates relationships between desired

return and value/risk.  
 Builds network of contacts.

**Organizational**  
 Works in teams.  
 Coordinates tasks.  
 Integrates different approaches.  
 Can take leadership role in advocating course of action.

**Financial**  
 Forecasts future financial needs.  
 Constructs budgets.  
 Estimates short- vs. long-term cash needs.  
 Evaluates tradeoffs between profits and risks.

## OCCUPATIONAL OPPORTUNITIES

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The field of Finance and Investments is very dynamic, due to the expansion of the global economy, shifting laws/regulations, and the proliferation of new/complex financial instruments. 80% of finance graduates work in

jobs that are related or closely related to their undergraduate major. 75% are employed as financial specialists or mid- or top level executives. The following list is a sample of some possible career options:

Actuary	Credit/Loan Officer	Market Research Analyst
Appraiser	Estimator	Mergers/Acquisitions Manager
Audit Manager	External Auditor	Mutual Fund Manager
Bank Manager	Finance Writer	Mutual Fund Trader
Bank Representative	Financial Analyst	Payroll Administrator
Bookkeeper	Financial Consultant	Portfolio Analyst
Branch Manager	Financial Economist	Property Manager
Budget Analyst	Financial Planner	Rate Analyst
Business Analyst	Foreign Exchange Trader	Real Estate Developer
Business Manager	Industrial/Institutional Buyer	Sales Analyst
Chief Executive Officer	Insurance Agent/Broker	Securities Analyst
Chief Financial Officer	International Trade Specialist	Securities Broker
Claim Adjuster/Examiner	Investment Banker	Stockbroker
Commodities Trader	Investment Researcher	Systems Analyst
Controller	Investor Relations	Treasury Specialist
Credit Counselor	Management Accountant	Trust Analyst

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### Web Sites for additional information:

**The most comprehensive site about careers, including current salary and job prospects, is the US Government's Occupational Outlook Handbook - <http://stats.bls.gov/oco/>**

Professional Finance Job Search & Career Information <http://www.jobsinthemoney.com>

Financial Job Network <http://www.financialjobnet.com>

FINANCIALjobs.com <http://www.financialjobs.com/>

Nation Job <http://www.nationjob.com/financial>

Career Magazine <http://www.careermag.com/>

Careers in Corporate Finance

<http://www.cob.ohio-state.edu/dept/fin/jobs/corpfm.htm>

Career Guide: Financial Planners & Business Managers

<http://www.saludos.com/cguide/bgide.html#finplanners>

Career Bank <http://www.careerbank.com/>

The Princeton Review <http://www.review.com/career/index.cfm?careers=0>

MN 8/02 Information was obtained from the following sources:

Fogg, N. (1999). The College Majors Handbook. IN:JIST.

Websites: <http://stats.bls.gov/oco>, <http://www.unewil.edu/stuaff/career/Majors/index.htm>.

<http://career.utk.edu/students/majors/majorsindex.asp>, <http://cpp.umich.edu/cpp/library/CareerGuides/careerguides.html>.

<http://www.ncsu.edu/career/students/major.htm>, <http://www.ashland.edu/cardev/CareerDevelop/majorin.html>.