Financial Services Industry Resource Guide

Background: The financial services industry is composed of a wide range of organizations ranging from banks (investment and commercial), asset managers, insurance companies, credit card and loan companies, stock brokerages, hedge funds, venture capital, fund-of-fund private equity firms, and advisory firms, among others. Companies can range in size from one person shops to 100K+ employees. Many students declare an interest in working at an investment bank, private equity firm or hedge fund without exploring the multitude of other options and realize, upon exploration, other opportunities in financial services can be just as exciting, challenging, and lucrative.

Leading Firms

Goldman Sachs (NY): www.goldmansachs.com
Bank of America (NC): www.bankofamerica.com
Citigroup (NY): www.citigroup.com
General Electric Capital Corp. (CT): www.gecapital.com
Wells Fargo (CA): www.wellsfargo.com
Morgan Stanley (NY): www.morganstanley.com

Also: Individual firm websites

Entry: Financial services is a highly competitive field to break into, with most employers requiring industry or functional expertise in addition to the following skills: valuation skills, modeling skills, client management, problem solving, communication, analytical, and flexibility. The most well-known firms, found on the Vault Guide’s Top 50 list, are also the most selective, so candidates are encouraged to look beyond the most popular targets. Candidates preparing to pursue jobs or internships at Financial Services firms should be prepared for a grueling interview process, including several technical, case interviews and day-long, multistage interview sessions generally referred to as Superdays. Large firms will often begin posting full-time positions and internships in the fall for employment the following summer, sometimes as early as August or September.

Roles: Technological advances, globalization, and the global financial crisis have led to significant changes in the financial services industry. Hiring in the industry has begun to rebound in the wake of the global financial crisis, with firms often seeking candidates with advanced or specialized skills. The implementation of Dodd-Frank regulations in 2010 has opened up opportunities in compliance. Technological advances have led many firms to place a new emphasis on data analytics and E-business solutions.

Industry Overviews, Tools, Research

Resources and News

The Vault Guide to Investment Management, Accounting*
Vault: View from the Top: Advice from Finance Professionals*
The Economist – Business and Finance: www.economist.com/business-finance
The Wall Street Journal: http://online.wsj.com
Financial Times: www.ft.com
Oasis Guides – various**
Investopedia: www.investopedia.com

Also: Individual firm websites

*Vault Guides can be purchased at various online retailers OR downloaded for free via Carey Compass. Once logged onto Carey Compass, click “VAULT guides –Career Insider” under “My Quicklinks.” You must create an account on the vault.com site using your JHU email address.

This Resource Guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or career advising recommendations.
### Professional Certifications

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<tr>
<th>Name</th>
<th>Area of Expertise</th>
<th>Requirements</th>
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<tbody>
<tr>
<td>Chartered Financial Analyst (CFA®)</td>
<td>Investment management and financial analysis</td>
<td>Pass 3 six-hour examinations</td>
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<tr>
<td><a href="www.cfainstitute.org">www.cfainstitute.org</a></td>
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<td>Four years of qualifying work experiences</td>
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<tr>
<td>Certified Public Accountant (CPA)</td>
<td>Accounting and tax preparation</td>
<td>Pass the Uniform Certified Public Accountant Examination</td>
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<tr>
<td><a href="www.aicpa.org">www.aicpa.org</a></td>
<td></td>
<td>Other requirements vary state by state</td>
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<tr>
<td>Certified Investment Management Analyst (CIMA)</td>
<td>Assets allocation, ethics, due diligence, risk measurement, investment policy, and performance measurement</td>
<td>Submit a CIMA Certification Program Application</td>
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<tr>
<td><a href="www.imca.org">www.imca.org</a></td>
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<td>Pass the Qualification Examination</td>
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<td></td>
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<td>Complete education requirement</td>
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<td></td>
<td></td>
<td>Pass the online Certification Examination</td>
</tr>
<tr>
<td>Certified Financial Planner® (CFP®)</td>
<td>All areas of financial planning</td>
<td>Pass CFP® Certification Examination</td>
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<tr>
<td><a href="www.cfp.net">www.cfp.net</a></td>
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<td>Three years of professional experience</td>
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<tr>
<td>Certified Fund Specialist (CFS)</td>
<td>Mutual funds</td>
<td>Complete 60-hour self-study program</td>
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<tr>
<td><a href="www.icfs.com">www.icfs.com</a></td>
<td></td>
<td>Pass 3 60-minute examinations</td>
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<td>2000 hours of qualifying work experience</td>
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### Networking

- LinkedIn Finance: [www.linkedin.com/skills/skill/Finance](www.linkedin.com/skills/skill/Finance)
- Carey Finance Club: [http://web.jhu.edu/financeclub](http://web.jhu.edu/financeclub)
- Economics and Finance Club: [www.sites.google.com/site/jhuecofinclub](www.sites.google.com/site/jhuecofinclub)
- Financial Analysts Club: [https://johnshopkins.collegiatelink.net/organization/financialanalystsclub](https://johnshopkins.collegiatelink.net/organization/financialanalystsclub)
- LinkedIn Finance Club: [www.linkedin.com/groups/Finance-Club-2046019/about](www.linkedin.com/groups/Finance-Club-2046019/about)
- Johns Hopkins Affinity Groups – Finance: [www.alumni.jhu.edu/affinitygroups/finance](www.alumni.jhu.edu/affinitygroups/finance)

### Events and Conferences

- Financial Services Marketing Symposium: [www.americanbanker.com/conferences/financialservicesmarketing](www.americanbanker.com/conferences/financialservicesmarketing)
- FMA Finance Leaders’ Conference: [www.fma.org/Student](www.fma.org/Student)
- NYC Finance Expo: [www.nycfinanceexpo.com](www.nycfinanceexpo.com)

### Questions about financial services?

Contact Corinne Brinnier at cbrinnier@jhu.edu